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Trade and Industry

15 August 1975

News from the Departments of Industry·Trade·Prices & Consumer Protection

The Business Statistics Office is playing a key role in implementing major innovations in Government statistics. Our feature on the BSO includes information about improvements which have been introduced to satisfy the needs of the businessman. See page 386.

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Home News

New marking regulations

Value for money comparisons on most prepackaged goods will be made easier when new requirements for marking on both imperial and metric quantities come into effect under regulations made on 6 August.

In a written Parliamentary Answer to Gwilym Roberts MP (Cannock), Alan Williams, Minister of State for Prices and Consumer Protection, said:

'The Weights and Measures (Marking of Goods and Abbreviations of Units) Regulations 1975 have been made today. The main feature of these Regulations is that from 1 January 1978 both imperial and metric quantity marking will be required on most prepackaged goods. They will also require with immediate effect that those items which are sold in prescribed metric quantities must be marked "metric pack". The purpose of these Regulations is to enable consumers to identify metric packs easily and to make value for money comparisons. Other parts of the Regulations deal with the size of markings and specify the symbols and abbreviations which may be used. In conjunction with the Regulations a Code of Practice will be issued to ensure a consistent approach to the dual marking requirement.'

The Regulations, the Weights and Measures (Marking of Goods and Abbreviations of Units) Regulations 1975, will require dual marking, ie marking in both imperial and metric units, of all those items required by Schedules 4, 6, 7 or 8 of the Weights and Measures Act 1963 to bear an indication of quantity by mass or weight, volume, capacity, length or area. The only goods exempt from this requirement will be perfumery and toilet preparations, other than soap, which may continue to be marked in metric units only.

The Regulations also require those goods which at the date of the Order are made up in specified metric quantities and which had been required to be made up in a range of prescribed imperial quantities to bear a distinctive 'metric pack' marking to aid identification by the consumer.

The Regulations also require slightly larger size markings than previously and extend the marking requirements to include food containers.

The Regulations specify which symbols and abbreviations are permissible under the metric (SI) system.

The voluntary Code of Practice is being drawn up, in consultation with manufacturers, consumer organisations and the enforcement authorities, to help to ensure consistency of approach to the dual marking of packages.

Notes

The current Marking Regulations (the Weights and Measures (Marking of Goods and Abbreviations of Units) Regulations 1970) permit the use of metric units for declarations of quantity on prepackages where these are required under the Weights and Measures Act 1963. The new Regulations require the use of dual marking for all such prepackages (except for perfumery and toilet preparations other than soap which have traditionally been marked almost exclusively in metric units). This requirement for dual marking has been pressed by consumer groups who see it as a useful method of helping to educate consumers in the metric system and enabling them to continue to make value for money comparisons. This part of the Regulations will not come into effect until 1 January 1978 in order to allow manufacturers time to alter their packaging material to meet the new requirements. There is a further extension until 1 January 1980 for returnable bottles with embossed or fired-on markings.

The Weights and Measures Act 1963 requires certain goods (mainly foodstuffs) to be prepacked only in certain specified sizes. Orders have been made already which allow certain foodstuffs – for example, pasta, salt, and sugar-to be made up in specified metric quantities. The Regulations require these metric packages which had previously been required to be made up in a range of prescribed imperial quantities to bear a distinctive 'metric pack' marking to enable consumers to identify them easily. This requirement comes into effect immediately.

The Regulations also specify the minimum size, in terms of lower case letter height, of markings to appear on packages. The minimum sizes have been slightly increased to bring the sizes into line with EEC proposals and these requirements have been extended to include food containers. The effect of this part of the Regulations will be that quantity markings will be generally slightly larger and therefore clearer.

The new Regulations include a list of units, symbols and abbreviations which may be used for marking purposes. The metric units, symbols and abbreviations have been standardised on the International System of Units.

When declaring the contents of a prepackage, manufacturers are always faced with the question of what order of accuracy to use. The Code of Practice will give guidance on how the quantity should always be declared, thus ensuring that all packages of the same weight would carry the same declaration of quantity.

Quantity markings on prepackaged products

On 14 August the Department of Prices and Consumer Protection announced that new Regulations had been laid under the Weights and Measures Act 1963 to control the format of indications of quantity on those products for which such an indication of quantity is required by Schedules 4, 6, 7 or 8 to the 1963 Act. The new Regulations replace the present Weights and Measures (Marking of Goods and Abbreviations of Units) Regulations 1970.

The Regulations, known as the Weights and Measures (Marketing of Goods and Abbreviations of Units) Regulations 1975, SI 1975 No. 1319, were made on 6 August 1975 under Section 14(1)(f), 21(4)(a) and (d) and 54(1) of the Act. They come into operation on 4 September 1975 for any product, which, by virtue of an Order under Section 21(2) may be sold in a range of prescribed metric quantities. For most other products the Regulations come into operation on 1 January 1978. The only exception is in the case of returnable bottles with embossed or fired-on markings which have until 1 January 1980 to comply with the Regulations.

The Department intends to publish a Code of Practice for use by manufacturers when complying with the new Regulations.

Copies of the new Regulations may be obtained either direct from Her Majesty's Stationery Office, 49 High Holborn, London WC1 (or branches) or through any booksellers. Copies of the Code of Practice and further information about the Regulations may be obtained from Standards Weights and Measures Division 2, Department of Prices and Consumer Protection, Room 429, Abell House, John Islip Street, London SW1P 4LN, (tel. 01-211 3895 or 3524).

Review of Trade Descriptions Act 1968

Major changes in the Trade Descriptions Act 1968 are suggested in a consultative document published on 13 August. The document announces the provisional conclusions of a Government review committee set up in February 1974 under John Methven, Director General of Fair Trading.

Among suggested changes are that:

the Act should be extended to cover statements about property and land (including agricultural and building land, commercial properties such as shops and factories, and flats and houses);

there should be new and wider offences in respect of false statements about services, accommodation and facilities;

the provisions of the Act on price comparisons should be tightened.

Trade associations, consumer groups and other interested organisations are being asked to submit comments by 31 October 1975 to: the Joint Secretaries to the Review Committee, Office of Fair Trading, New Court, 48 Carey Street, London WC2A 2JT.

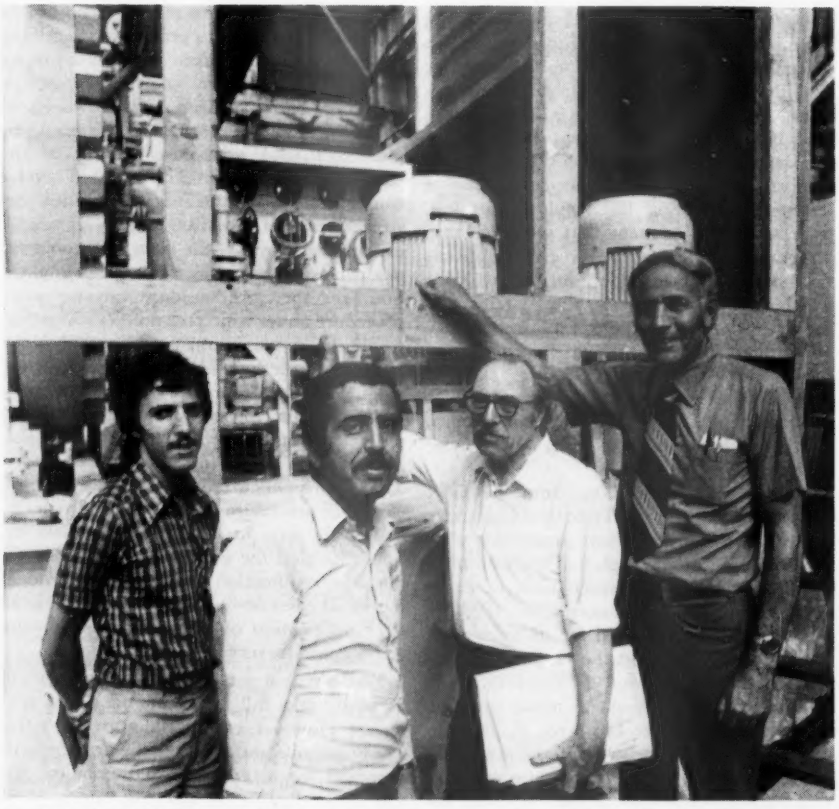
Government Accountancy Service head appointed

The Prime Minister with the agreement of the Secretary of State for Industry has approved the appointment of Kenneth Sharp as head of the Government Accountancy Service and Accountancy Adviser to the Department of Industry.

This is a new post at Second Permanent Secretary level, created following a recommendation made by Sir Anthony Burney and Sir Ronald Melville in their report on the use of accountants in the Civil Service. The appointment takes effect from 1 November 1975.

In his new appointment as head of the Government Accountacy Service, Mr. Sharp will have direct access to the head of the Civil Service and will advise upon the formation of the Government Accountancy Service. He will also provide advice on all aspects of the work, recruitment, deployment and career management of professional accountants employed in Government departments and on the adoption or adaptation of new developments in accountancy outside the Service which are relevant to the particular requirements of departments.

As Accountancy Adviser to the Department of Industry, which provides a common service to the Departments of Trade, of Prices and Consumer Protection and of Energy, Mr. Sharp will give professional advice in the field of accountancy and related management techniques to Ministers and senior officers, and contribute to high-level planning and policy work. He will also be responsible for the management of the professional accountants serving these Departments.



M. Ferkoul and M. Badaoui (representing the Algerian Ministry of Energy), John Berridge (Willbros (Overseas) Ltd. (centre) and Dan Sheasby (manufacturing manager, Cooper Bessemer (UK) Ltd. (right)), standing beneath the first compressor completed since the Cooper Bessemer factory opened at Bootle, Sefton, Merseyside, on 1 March 1975. The company leased nearly 100,000 sq. ft. of space in the Atlantic Industrial Complex at Bootle. The model is an R.F. 30-in. two-stage centrifugal compressor for pumping natural gas, which was built for the Algerian Ministry of Energy. The gas it pumps will ultimately come to Britain. Mr. Sheasby said: 'When it is realised that this model has been completed in some 20 weeks despite the fact that the actual factory plant was being built at the same time, I rate this a high tribute to the skill and enthusiasm of our workforce.'

Late corrections

Owing to a printing dispute affecting last week's issue we were unable to incorporate the following late corrections.

Planning Agreements

1: In the section 'Contents' (page 339) second paragraph, line eight, the word between 'cost' and 'the' should be 'to', not 'of'.

2: In the section 'Conduct of discussions', (page 339) the following should be inserted between the first and second sentences: 'Trade Union representatives will be informed of the initiation of any discussion whether the initiative is taken by the Government or the company'.

3: In the section 'Finance' (page 342) item 1, the word 'finance' should read 'financing'.

4: In the section 'Interests of consumers and the community' (page 342) item 1, line five, omit the words 'community relations.'

Assistance for machine tool industry

The minimum qualifying expenditure for individual categories under Part 2 of the Scheme (page 315) is £50,000, not £15,000.

Licensing of sole-use charter operations

The Civil Aviation Authority proposes to exempt sole-use (single entity) charter operations from its air transport licensing requirements. The Authority has concluded that the costs of licensing the operators to be exempted – both costs to the Authority and the industry – are not justified by the benefits.

However, the Authority will continue to license helicopters serving off-shore oil and gas rigs in order to be in a position to control possible incursions by foreign operators, especially where reciprocal opportunities are denied. The Authority does not believe, however, that it is necessary to regulate competition in this area.

The Authority will continue to watch over the development of the exempted operations and will reintroduce licensing if abuses recur; and it will monitor both exempted and non-exempted sole-use charter operations for safety purposes according to the requirements of Air Operators' Certification.

Charter flights are known as 'sole-use' or 'single entity' where a person or organisation charters an aircraft for his own or its own use and where passengers are not charged separate fares.

Shirley Williams announces amendments to the Price Code

The full cost of excessive pay settlements will be disallowed for price increases as a result of orders* published on 7 August. These amend the Price Code and the Orders which set out the associated procedural requirements which firms should observe. The changes give effect to the sanction outlined in paragraph 21 of the White Paper, 'The Attack on Inflation', (Cmnd 6151) against the making of pay settlements in excess of the pay limit.

The proposed amendments were described by the Secretary of State for Prices and Consumer Protection in a Consultative Document issued on 21 July. The Government have sought the views of representatives of industry, commerce, trade unions and consumers, as well as the Price Commission. Certain modifications have been made to the original proposals as a result of these consultations. The Order came into effect on 8 August.

Summary of changes to the Price Code

The changes are in line with those proposed in the Consultative Document. For firms which make pay settlements in excess of the pay limit, the following new provisions will apply:

a for firms in manufacturing and service industries, disallowance of the cost of such settlements from their claims for price increases under the normal rules (under which price increases are limited to the reflection of increases in allowable costs) or where appropriate, from price increases justified under any of the low-profit safeguard provisions in the Code;

b for firms engaged in distribution which invoke the low-profit safeguards, a similar disallowance which will prevent any increase in gross profit margins to compensate for the increased costs of an excessive settlement;

c for firms using escalation and variation-of-price clauses or prime cost or cost reimbursement contracts, disallowance of the full cost of any excessive settlement from price increases under these arrangements. The proposals in the Consultative Document have been expanded to make it clear that the disallowance will also apply to variation-of-price contracts which are governed by indices where those indices reflect costs arising from settlements in excess of the pay limit.

d for nationalised industries, a disallowance which will apply in the same way as for the private sector and will prevent the costs of an excessive settlement from being passed on in higher prices either as part of an industry's allowable cost increases or under the provisions which allow price increases sufficient to obtain a surplus of 2% on turnover or a 10% return on net assets.

e for firms where labour costs form less than 15% of total costs, the disallowance of cost increases will be increased to achieve the same effect on these firms' margins as if labour costs had represented 15% of their total costs.

The Price Commission will refer details of firms' pay settlements to the Department of Employment and will apply the sanction where the Secretary of State for Employment certifies that a pay settlement is in excess of the pay limit.

In a further change to the Price Code, outlined in paragraph 24 of the White Paper, price control is re-established over the self-employed whose business expenses amount to less than 10 per cent of their profits or gains.

Summary of changes to the procedural requirements

Orders to amend the pre-notification, reporting and record-keeping requirements will come into force simultaneously with the Order amending the Price Code. As explained in the Consultative Document, pre-notifying firms in Categories I and II (manufacturing and service firms with annual sales exceeding £5 million) will be required to notify to the Price Commission pay settlements made after 11 July which underlie their price applications. Details of settlements affecting more than 100 employees will be required to enable the Department of Employment to check their conformity with the pay limit. In the case of settlements affecting 100 employees or less, firms will have to state that none of these settlements underlying their price applications are in excess of the limit. Other firms which are obliged to make regular returns to the Price Commission or to keep records will be required to include similar information in their returns or records. Further details of these requirements, including a pro-forma for presenting details of relevant pay settlements, will be made available to firms by the Price Commission.

Following representations from the CBI, the Secretary of State for Prices and Consumer Protection is not at present proceeding with the Proposal in paragraph 8 of the Consultative Document under which time taken to obtain supplementary information together with an additional period for its assessment would not count against the statutory 28 day price notification period ('clock-stopping'). Alternative arrangements to allow time for adequate scrutiny are being made, and the CBI are urging member firms to make the fullest use of the advance procedure whereby information about pay settlements may be lodged in advance of a relevant price application. These arrangements are set out in the letters (published below) exchanged between the Secretary of State and the Director General of the CBI.

For price increases due to be implemented by pre-notifying firms during the first 28 days after the Orders come into operation, a transitional provision will apply. The firms concerned are to be required to submit to the Price Commission details of any relevant pay settlements after 11 July before they increase their prices, but no additional period of delay is to be imposed.

Text of a letter from the Secretary of State

W. O. Campbell Adamson Esq.
Director General
Confederation of British Industry
21 Tothill Street
London SW1 7 August 1975

Dear Mr. Campbell Adamson

We met earlier this week to discuss the procedural timetable for dealing with applications for price increases reflecting pay settlements.

If the policy of the White Paper 'The Attack on Inflation' is to be effectively implemented then we are agreed that the procedure must allow for adequate scrutiny before the standstill period runs out.

One possible method for achieving this was outlined in paragraphs 7 and 8 of the Consultative Document which I published on 21 July—a 'clock-stopping' arrangement under which time taken to obtain supplementary information together with an additional period for its assessment would not count against the normal 28 days. I explained that I was now coming to the conclusion that this procedure would involve considerable administrative difficulties, besides depriving firms of any certain knowledge of the date at which the standstill would expire in relation to any particular price application. I was therefore considering an alternative procedure under which the notification period would be a maximum period of 56 days, abated by the number of days before the lodging of the formal price application in which firms had lodged information about pay settlements under the optional arrangements in paragraph 7 of the Consultative Document. Thus, firms which made full use of the pre-clearance procedure by lodging the pay information 28 days in advance, could have an assurance that the normal 28 day period for the price notification could not be extended, but in all cases 56 days would have to elapse after notification of pay information before prices could be increased.

You said that you expected the majority of firms to make full use of the advanced procedure. However, cases could arise where this was impossible and for these the arrangement proposed would mean an extension of the standstill, whether or not the clearance of their pay settlement arrangements gave rise to difficulty. In your view, this represented a toughening of price controls which you had been assured by Government was not intended. The CBI were prepared to urge member firms to make the fullest use of the advance procedure and to ensure that wherever possible information about pay settlements was lodged 28 days in advance of a relevant price

* The Counter-Inflation (Price Code) (Amendment) (No. 2) Order 1975 – SI 1975/1293 which requires Affirmative Resolution of both Houses. The Counter-Inflation (Notification of Increases in Prices and Charges) (Amendment) Order 1975 – SI 1975/1294 which is subject to annulment by either House.

The Counter-Inflation (Prices and Charges) (Information) (Amendment) (No. 2) Order 1975 – SI 1975/1295 which does not have to be laid before Parliament.

application. In a few cases, firms might find this impossible, and the information about pay settlements that supported the price notification might not, despite the best endeavours of all concerned, enable clearance to be completed within the statutory 28 days. In such cases, you accepted that the Price Commission would be unable to reach any conclusion and that the firm could find itself in a position involving further delays if the firm wished to avoid risk of the use of the powers which the Price Commission have under Section 6 of the Counter-Inflation Act 1973 to roll back prices found to be inconsistent with the Code. We agreed that further delay would not exceed 28 days, as we could not envisage any circumstances in which a decision on a negative certificate could not be taken within this period. In cases where such a certificate was issued, the Price Commission would act forthwith. On this understanding, the situation would be preferable in the CBI's view to the procedure I was considering as an alternative to clock-stopping.

I am prepared to leave matters on this basis for an initial period, in which we can assess how the new procedures are working. Should these arrangements be inadequate to ensure effective scrutiny, or prove unsatisfactory for other reasons, then I shall have to reconsider the case for a general extension of the price notification period on the lines we discussed.

You welcomed this conclusion to our discussion, offered full CBI support and explanation to your members and agreed that either the Consultative Document proposal or a general extension of the price notification period in the way I have outlined would be acceptable to the CBI if the arrangements now to be introduced prove inadequate.

I should be grateful if you would confirm that this arrangement reflects the conclusion of our discussion. In view of the general interest in this matter I would propose to give copies of our letters to the press when the new Orders are published.

Yours sincerely
SHIRLEY WILLIAMS

Text of letter from the Director General of the CBI
The Rt Hon Mrs. Shirley Williams, MP
Secretary of State for Prices & Consumer Protection
Department of Prices & Consumer Protection
1 Victoria Street
London SW1 7 August 1975

Dear Secretary of State
Thank you for your letter on the subject of the procedural timetable for dealing with applications for price increases reflecting pay settlements.

I am writing to confirm that your letter accurately reflects the conclusions reached in our discussions earlier this week. As in the majority of cases the proposed procedure should still permit price increases involving new pay settlement costs to be cleared in the 28-day pre-notifying period, we consider it preferable to the alternative procedure you were considering adopting which involved a minimum 56-day delay in all cases between submitting information about the pay settlement and the price increase.

We shall be writing to all pre-notifying CBI members asking them to make full use of the voluntary advance notification of wage settlement procedure and I am sure companies will co-operate in their own interests to make the procedure set out in your letter work as smoothly as possible.

Yours sincerely
CAMPBELL ADAMSON

Price marking and other shopping aids

Plans for price display and other measures which will help shoppers to make price comparisons were announced on 1 August by Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection.

In a written reply to a question from John Cartwright, MP (Woolwich East), Mr. Maclennan said:

'The Government has just embarked upon a rolling programme of orders for price display, including unit pricing and for other measures designed to facilitate price comparison.

'As a first step in this accelerated action programme an Order has been made which will require the price to be shown for all fresh fruits and vegetables from 1 November. In practice this will widely extend unit price marking (ie price per pound) in greengrocers' shops. I am also setting up a Working Party to study the unit pricing of prepacks.

'We have also made significant progress in our discussions on meat with representatives of the trade and of enforcement authorities. As a result, a pilot scheme for unit price marking for all normal retail cuts of meat will start on 1 October.

'In order that the scheme can be properly supervised and monitored participation will be limited, both as to the localities in which the scheme should operate and the number of shops involved in each area. We expect that a number of multiple and independent butchers as well as retail co-operative societies will take part in each of the following areas:

Metropolitan Counties:	West Midlands
	West Yorkshire
Non-Metropolitan Counties:	
England	Suffolk
	Gloucester
	Surrey
	Dorset
Wales	Clwyd
	West Glamorgan
London Boroughs:	Hillingdon
	Lambeth
	Barking
Scottish Regions:	Borders
	Grampian
	Highland
	Strathclyde

'The scheme will end in January 1976 and My Rt. Hon. Friend, the Secretary of State, will be inviting comments on the experiment.

'The Government is grateful to all those involved for their agreement to run this pilot scheme which will give the trade an opportunity to find ways of best complying with any future legal requirement to show prices, and which provides a unique opportunity for the trade and enforcement authorities to work together towards practical, enforceable legislation for the benefit of the consumer.

'My Hon. Friend, the Minister of State, referred last week to proposals for price display in licensed premises. In addition, during the next six months I hope to lay orders which will result in the extension of unit pricing to prepacked frozen fish, to certain popular cheeses and to prepacked milk sold from vending-machines. Shoppers, particularly the elderly and the young, will also benefit from proposals for two orders which I intend to lay before Parliament in this period: one will require biscuits, and the other chocolate bars, to be sold in prescribed quantities.'

Notes

Price marking and unit pricing orders are made under Section 4 of the Prices Act 1974. The only orders made to date were those which came into operation on 16 September 1974*. These required the unit price to be marked for

a all prepacked fresh, chilled or frozen meat;
b non-prepacked fresh, chilled or frozen liver, hearts, kidneys, tripe, tongue, oxtail and mince;
c fresh, chilled, and frozen herring, mackerel and sprats, not prepacked;
d fresh, chilled, frozen, salted or smoked fillets of cod, codling, haddock, plaice and saithe, not prepacked;
e potatoes not prepacked;
f fresh beans, brussels sprouts, brussels tops, curly kale, peas, spinach, spring greens, sprouting broccoli and turnip tops, not prepacked.

The new price marking order for fruits and vegetables applies to all fresh produce, whether prepacked or not. The price indication for

i *non-prepacked goods* will have to be
  a the unit price (price per pound) where goods are offered or exposed for sale by weight; or
  b the selling-price of each fruit or vegetable where goods are offered or exposed for sale by number; and
  c where goods are offered or exposed for sale in a specified quantity exceeding one pound weight or one in number at a specific price, the selling-price of that quantity. In these cases the indication would have to be, say, 5p per lb: 5 lb. for 20p; or 6p each: 3 for 15p.

and for

ii *prepacked goods* the selling price.

The order will not affect existing requirements of the Weights and Measures Act. It will still allow the retailer to make the quantity known to the customer at the time of sale, by weighing the goods in front of the customer or providing scales for the customer's

* The Price Marking (Meat and Fish) Order SI No. 1368 and the Price Marking (Vegetables) Order SI No. 1369, both available from HMSO or any bookseller price 6p each

use if the container is not weight-marked.

The Working Party will consist of representatives of trade, consumer and enforcement interests and MAFF and the DPCP. It will be asked to consider whether sales of certain produce, eg apples, bananas, carrots, oranges and tomatoes should be by reference only to weight. It will also consider within what timescale unit pricing should be applied to prepacked produce.

As required by the Prices Act, consultations have been held with trade, consumer and enforcement interests all of whom are in agreement that these measures will provide a valuable measure of help for the customer without imposing an excessive burden on the retailer. Consumer organisations particularly welcome the invitation to participate in the Working Party.

The marking provisions of the order are flexible so that they can be complied with by supermarkets and small shops alike. Thus the order does not seek to determine how a price should be displayed but largely leaves this to the retailer subject to a general provision that any price indication shall be clear and legible and easily read by an intending purchaser.

There are special difficulties for butchers in applying unit pricing to joints of meat or to a piece of meat exposed for sale which comprises more than one cut, eg a leg of lamb and chops. Indication of the price per pound for meat would however greatly help the consumer to make value for money comparisons for an item that is very important in the average weekly budget. For this reason it has been decided to test proposals for an order in a pilot scheme. The Secretary of State, on the basis of the experience gained, expects to be able to circulate in the spring proposals for a more general unit pricing order for meat: in the meantime the existing order will of course continue to apply.

Enforcement of Prices Act legislation is the responsibility of local weights and measures authorities. These are the Counties or Metropolitan Counties in England and Wales, the London Boroughs in Greater London and the new Regions or Islands Areas in Scotland.

Fruit and vegetable prices and margins

A further report by the Price Commission on prices and distributors' margins for fruit and vegetables has been published (Fruit and Vegetables Final Report HMSO 43p).

In an interim report published last October the Commission commented that there had been some rise in distributors' net margins in most sectors of the trade between 1972 and 1973 and that there were indications that this trend might have continued into 1974.

After analysing the new information now available for 1974, the Commission concludes that the trend indicated in the interim report did not continue throughout the year. By the end of 1974 rising costs, mainly for labour and transport, had resulted in a fall in the net percentage margins earned by traders in 1974 compared with 1973.

The other main findings in the report are:

national wholesalers' net margins between 1973 and 1974 fell on average from 1.8 per cent to 1.4 per cent;

multiple greengrocers during 1974 also experienced lower percentage net margins essentially due to a general increase in costs which brought net margins down from 4.1 per cent to 2.8 per cent on average. The net percentage margins of regional wholesalers were also reduced but not so significantly.

The Commission considers that other retailers (independent greengrocers, supermarkets and multiple grocers) were likely to have experienced similar pressure on gross margins in 1974.

The report confirms the preliminary conclusion in the interim report that there was an upward trend in distributors' gross margins for four commodities selected for special study (apples, cauliflowers, carrots and onions) in the first four months of 1974, but this trend did not continue for all these commodities throughout the year.

The average weekly expenditure of households on fresh fruit and vegetables rose, according to the Commission's index, by 33p from £1.12 in January 1974 to £1.45 by mid-June; but it fell from this peak during the summer months before rising to end the year at £1.35.

Price Commission reports and two new references

Prices of diabetic foods and sanitary protection are the subjects of two Price Commission reports received by Shirley Williams, Secretary of State for Prices and Consumer Affairs, and shortly to be published.

These reports and two further references to the Price Commission – part of a programme to examine questions about prices – were announced by Mrs. Williams last week in reply to a Parliamentary question.

Mrs. Williams said: 'The Price Commission have given me reports on two of the references I announced on 17 April, dealing with the prices of diabetic foods and of sanitary towels and tampons.

'In relation to diabetic foods, the Commission say that prices are in general higher than for corresponding ordinary foods, primarily because they are more expensive to produce. Diabetic foods are distributed mainly through chemists, so average distribution margins are higher than on ordinary foodstuffs, although lower than is customary in most chemist's business. The Commission point out that it is important to ensure that any reductions in the price of the raw materials used in diabetic foods are reflected in future prices.

'In relation to sanitary towels and tampons, the Commission make certain recommendations in relation to recommended retail prices which I propose to discuss with manufacturers and distributors.

'I am arranging for both reports to be published.

'I am asking the Price Commission to examine and report on two further questions:

1 The effect of movements in the price of raw materials on the retail price of goods and, in particular, to what extent, how quickly and for what reasons the prices of some

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typical manufactured goods are affected by such movements, with special reference to recent movements in the prices of wool, cotton, copper and cocoa.

2 The effect of the Price Code provisions relating to indirect taxes other than VAT on gross percentage margins and net profit margins of distributors of alcoholic drink and tobacco and the question whether, in the light of the circumstances of the trade, any changes in the Price Code are called for and, if so, the effect which such changes should achieve.'

The first of the new references calls for a study of raw material price movements and the effect on prices in the shops. As the price of imported commodities stabilises or falls, the public should know how quickly this should affect the price of finished goods. The Price Commission will establish the facts about this, and put them on public record.

The second reference deals with the side effects of the Price Code rules on excise duty, on which Mrs. Williams has received representations from the trade.

Electrical Equipment (Safety) Regulations

Manufacturers of household electrical equipment are to have more time to comply with safety regulations.

After a meeting on 7 August of the Advisory Committee on the Safety of Household Electrical Equipment chaired by Alan Williams, Minister of State for Prices and Consumer Protection, the Minister has announced that the Electrical Equipment (Safety) Regulations will be laid before Parliament shortly. Mr Williams said that in view of various representations made to him over the last few weeks and of the advice of the Advisory Committee he had decided that manufacturers needed more time in which to comply with the regulations, and that the implementation dates should therefore be delayed. The regulations will now come into effect on 1 April 1976 for manufacturers and importers, and 1 October 1976 for retailers and wholesalers, instead of 1 September 1975 for everyone, as previously announced.

The Advisory Committee on the Safety of Household Electrical Equipment was set up by the Secretary of State to advise on the Department responsibilities in relation to the safety of domestic electrical equipment. This is the first time that the committee has been chaired by the Minister.

The regulations will prescribe general safety requirements applying to all electrical equipment designed or suitable for domestic use.

In the course of a very long and thorough consultation process, a large number of representations has been made to the Department, and publication of the regulations has been delayed until they were considered. For this reason, it would not be possible for some manufacturers or retailers to comply with the regulations by 1 September, the originally announced date of implementation, and the Minister has therefore decided to give them more time.

Glazed ceramic ware made safer

The use of glazed ceramic ware will be further safeguarded by new regulations made by Alan Williams, Minister of State for Prices and Consumer Protection, and published on 5 August. These regulations will limit the lead and cadmium content allowed in such ware offered for sale in Great Britain and ensure that it cannot contaminate food to a harmful degree.

The Glazed Ceramic Ware (Safety) Regulations 1975, by reference to British Standard 4860:1972, prescribe permissible limits for the release of lead and cadmium from the food-contacting surfaces of glazed ceramic tableware and cooking ware. The tests to be used to determine the amount of soluble lead and cadmium extracted are those set out in the Standard.

The Regulations, which have been made under the Consumer Protection Act 1961, will be enforced by local weights and measures authorities, and will come into force on 1 October 1975 in respect of sales by manufacturers and importers and 1 February 1976 for sales by wholesalers and retailers.

Both lead and cadmium are cumulative in the human body and above certain thresholds can be harmful to health. If soluble lead or cadmium compounds are present in the glazed surfaces, either plain or decorated, of ceramic ware, they may be extracted by certain types of food and drink, especially those that are acidic.

The limits specified in BS.4860:1972 (expressed in milligrammes per litre) are:

Tableware	Capacity	Lead	Cadmium
		(milligrammes per litre)	
Hollow-ware	1100ml and above	2.0	0.2
Hollow-ware	Below 1100ml	7.0	0.7
Flatware	any	20.0	2.0
Cookingware	any	7.0	0.7

The lead and cadmium extraction tests are to be carried out with a 4 per cent acetic acid solution in contact with the appropriate surfaces. For tableware this will be at room temperature and the period of contact will be 24 hours. Cookingware will be subject to a 2-hour contact at boiling temperature, followed immediately by a further 22 hours as a cooling period. Light is to be totally excluded from any surface under tests for cadmium release.

First rail freight facilities grant announced

John Gilbert, Minister for Transport, is to pay a grant of £200,000 to Containerbase (Liverpool) Ltd. towards the £400,000 cost of re-equipping their rail-head depot at Aintree, Liverpool. This is the first grant to be approved by the Minister since the scheme to provide rail freight handling facilities was launched in February.

The grant will ensure the continued operation and expansion of the rail-head. Useful environmental benefits will result as existing and developing flows of containerised maritime traffic will be kept on the railways instead of being carried by lorries through congested central and suburban areas of the city on their way to the Freightliner depot at Garston, Liverpool, and other parts of the country. In addition much needed capacity will be released at the Freightliner depot at Garston.

Section 8 of the Railways Act 1974 enables the Secretary of State for the Environment to provide assistance towards the cost of rail facilities for loading and unloading freight where it can be shown that a locality or its inhabitants would benefit significantly. The grants provide an incentive to industry to send goods by rail which would otherwise go by road because of the inadequacy of existing private siding facilities. The transfer of freight from road to rail stimulated by the grants will reduce in certain localities, the environmental damage caused by heavy lorries.

Ten other formal applications are at present under consideration and the Secretary of State for Scotland has received two applications. Although the response so far to the availability of grant is disappointing, it is inevitable that applications from industry require careful consideration and time to prepare.

Full details of the grants are given in a booklet entitled 'Memorandum of Explanation and Notes for Guidance of Applicants' copies of which can be obtained from: Freight Central Division, Room S17/02, Department of the Environment, 2 Marsham Street, London SW1 P3EB.

Non-competitive Government stores contracts

Agreement has recently been reached between HM Government and the Confederation of British Industry on an interim revision of the profit formula applicable from 1 March 1975 to non-competitive Government stores contracts. The agreement has been promulgated to contractors by way of the CBI and trade associations. It is also available to contractors (and potential contractors) as Addendum No 2 to Form GC/Stores 2 "Pricing of Government Non-Competitive Stores Contracts" and may be obtained on application to the usual forms distribution centres within the Government purchasing departments.

Copies of Form GC/Stores 2 will, in future, be supplied complete with both Addendum No 1 on "private venture' research and development costs and the new Addendum No 2.

Further loans for Govan shipbuilders

Eric Varley, Secretary of State for Industry, has announced further loans for Govan Shipbuilders to enable the company to complete its capital development programme.

In a written reply to Parliamentary questions from Teddy Taylor, MP (Glasgow, Cathcart) and Harry Selby, MP (Glasgow, Govan), Mr Varley said:

'The then Secretary of State for Trade and Industry told the House on 30 June 1972 that the Government would provide adequate financial support for Govan Shipbuilders Ltd. for a period of five years or until the company attained commercial viability, whichever was the less. The Secretary of State had told the House earlier (28 February 1972) that the cost of this was expected to total £35 million.

'It was envisaged that this cost would be met by £29.2 million (at 1972 prices) in direct assistance under Section 7 of the Industry Act 1972, the remainder being the sum which, it was estimated, would become due to the company from Regional Development Grants and Shipbuilding Construction Grants. This figure for direct assistance represents £42.2m at 1975 survey prices, of which £37.5 million had been expended on grants for losses, loans for working capital development, and the purchase of equity in the company by the end of June 1975. The corporate plan which Govan Shipbuilders submitted to my Department earlier this year forecast that the company would not be making profits until 1978, and that further funds would be necessary to allow the company to complete its redevelopment programme and to support it until it achieved viability.

'After discussions with the company, I have agreed to provide the company with further loans (in addition to the £4.7 million remaining from the existing provision) to enable the company to complete its capital development programme. These further loans will be limited to £6.9 million (at 1975 survey prices).

'The company clearly cannot expect to continue to receive Government subsidies to cover its losses indefinitely. However, in view of the 5,320 jobs which the company provides in an area of exceptionally high unemployment, and of the company's forecast that it will be making profits in 1978, I have decided to extend the support period to the end of 1979 and to make available funds of up to £10.3 million at 1975 survey prices to cover the losses which the company expects to incur on existing contracts in 1975, 1976 and 1977.

'This further support will be subject to four conditions. The first two are those which the then Secretary of State for Trade and Industry announced to the House on 30 June 1972; that the agreement on working practices would continue to be respected by both sides, and that contracts for ships would be taken on terms acceptable to the Government. The third is that none of the increased suppport may be applied to the financing of excessive wage settlements; the company will be expected to keep its wage awards within the limits announced in the Government's White Paper on 11 July, and the Board have given me an undertaking that this will be done. The fourth is that continued support will be conditional on my continuing to be satisfied with the company's progress (and the Government attaches very great importance to its progress towards its productivity targets) as indicated in monitoring information which the company submits to my Department.

'If any of these conditions was not fulfilled, and the Government decided before the end of 1979 to give no further support to the company, then the Government would ensure that Govan Shipbuilders Ltd. was enabled financially to discharge its outstanding commitments to shipowners and creditors.

'With the additional assistance of £17.2 million (at 1975 survey prices) which I have announced today, direct assistance under Section 7 of the Industry Act to Govan will total £59.4 million (at 1975 survey prices). In addition the company will receive statutory grants which may be of the order of £6 million.'

Steel closure review for Scotland

Eric Varley, Secretary of State for Industry, made the following statement in the House of Commons on 6 August.

'Following his Interim Report of 4 February on the proposed closures of steelworks by the British Steel Corporation, my Rt. Hon. and Noble Friend Lord Beswick has now completed his review of the proposed closures in Scotland.

'His Report was made available to members of the House this morning and will be printed in the *Official Report*.

'The Government have accepted his recommendations.

'This leaves outstanding only the proposed closures at Shotton, and of the Hartlepool and Consett plate mills.

'We have not yet reached a conclusion on Shotton.

'In the case of the plate mills my Rt. Hon. and Noble Friend is awaiting the outcome of discussions between the BSC and the workforces about alternative proposals which would preserve the future of these mills.

'The Government accept that the Scottish plants using the obsolescent open hearth process should close once alternative supplies of steel become available from modern and more efficient plants in Scotland.

'Ravenscraig is already being expanded as a bulk producer.

'The BSC now propose to build electric arc plants at Hunterston and at Ravenscraig and to increase the capacity at Hallside.

'This will bring their capacity in Scotland to 4.2 million tonnes a year, perhaps more, a major step towards their target of 4½ million tonnes a year capacity by the early 1980s.

'With the closure of the open hearth plants there is no alternative to the eventual closure of the Clyde Iron Works and certain primary and product mills.

'The Clyde Iron Works closure will be no earlier than 1980.

'But the BSC propose to build at Hunterston two direct reduction units for making iron.

'Following the review, BSC now propose to maintain into the 1980s the special steels facility in Scotland represented by the Hallside and Craigneuk mills about which there has been much concern.

'This will save 1,250 jobs.

'BSC propose to develop and expand the Craigneuk steel foundry.

'For this to be a success the operations at Tollcross will have to be transferred to Craigneuk but the BSC will give preference to the workers at Tollcross in filling the 300 new jobs at Craigneuk.

'The BSC also propose to expand their capacity in Scotland for producing threaded pipe for oil and gas well casing.

'This latter proposal will give a net gain of 450 jobs.

'The previous Administration's White Paper of February 1973 on the BSC's 10 year Development Strategy said there would be a net loss of 6,500 job opportunities in Scotland over the period.

'The changes I have outlined will cut this figure to 2,100 and some of these are deferred.

'This is, of course, still serious given the general employment situation in West Central Scotland and the Government will strengthen their attack on the industrial and environmental problems there; the Scottish Development Agency will play an important role.

'The Cambuslang project announced by my Hon. Friend on 30 June is a good example of the co-operation between the Government, the local authorities and the BSC. A determined effort will be made to attract new industry.

'As a result of this review I believe that the Scottish steel industry will be more balanced and eventually emerge stronger and more competitive and so contribute to the British economy.'

Industrial development in Wales

Work is to begin very soon on a new advance factory of 951 m² (10,230 sq. ft.) at Welshpool, Powys, the second factory to be built in advance of demand in this area.

Architects for this project are Robert Davies of Holyhead; quantity surveyors are W. T. Hills and Co. of Shrewsbury and the

building contractors are Edward Jones (Contractors) Ltd., of Penmaenmawr.

A new factory is also being built, in advance of demand, at Cwmfelinfach, Gwent. This factory of 2342 m² (25,200 sq. ft.) will be the first advance factory to be sited in this area, and is expected to be ready by next Spring.

H. D. Watkins and Associates of Newport are the architects, G. A. Downie and Partners of Cardiff are the quantity surveyors and Wenvoe Construction Company Ltd., of Cardiff are the building contractors.

Government to provide £8.3m for RB211 application to Jumbo-jet

Details of the Government's support for the application of the Rolls-Royce RB211 aero-engine to the Boeing 747 airliner were given by Eric Varley, Secretary of State for Industry on 6 August in a written reply to a Parliamentary Question from Walter Johnson MP (Derby South).

Mr. Varley said: 'On 20 June 1975 I announced that the Government agreed to support the application of the RB211-524 to the Boeing 747 at 50,000 lb. thrust. The Government's direct contribution under the contract amendment, which has now been signed, will be £8.3 million. This is in addition to the £26.3 million being provided for the development of the engine for the Lockheed TriStar. The new fixed amount represents half of Rolls-Royce (1971) Ltd's estimate of the cost of this new application, and part is subject to a cost escalation formula from the end of 1975 onwards. The Government will be prepared to make available on request up to a further £0.6 million for work in relation to certification of the engine in a variant of the Boeing 747.

'As I also said on 20 June, we recognise that developments of the Boeing 747 may require further thrust development of the RB211-524. The Government has therefore agreed in principle that should such a programme be required it will contribute up to a further £12.3 million on similar terms to a programme of development up to 53,000 lb. thrust.

'As in the case of the development of the RB211-524 for TriStar, direct Government contributions are recoverable by a levy on engine sales.'

Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
18 July 1975		
1,305,721	La Soudure Electrique Autogene, Procedes Arcos, SA	Electroslag remelting of metals
23 July 1975		
943,384	United Cellular Products Corporation	Breast pads, cups and fronts and method of making them
1,181,168	United Cellular Products Corporation	Breast pads and methods of making same
1,061,231	Commissariat A L'Energie Atomique	Device for the thermal study of a sample
1,268,459	Commissariat A L'Energie Atomique	Improvements in and relating to apparatus for manufacturing sintered substances
1,270,477	Commissariat A L'Energie Atomique	Ceramic-metal junctions
1,271,574	Commissariat A L'Energie Atomique	Improvements in and relating to nuclear fuel elements
1,272,539	Commissariat A L'Energie Atomique	Improvements in and relating to gas sampling means for ultracentrifuges
1,272,673	Commissariat A L'Energie Atomique	Improvements in and relating to creep measuring cells
1,273,925	Commissariat A L'Energie Atomique	An anticavitation device
1,278,530	Commissariat A L'Energie Atomique	Improvements in and relating to a method of and apparatus for automatically packaging radioactive sources
1,186,115	Agfa-Gevaert Aktiengesellschaft	Photographic material
1,211,545	Schill and Seilacher	Process for the lubricating of synthetic polyamide filaments
1,238,939	Societe de Transports de Vehicles Automobiles Societe Anonyme	Improvements in or relating to articulated railroad cars
1,261,045	Leon Georg Feterl	Grain cleaning apparatus
1,275,098	Standard Telephones and Cables Ltd.	Improvements in or relating to data processing systems
1,282,873	Standard Telephones and Cables Ltd.	Manually operable potentiometer volume control
1,303,270	Standard Telephones and Cables Ltd.	Channel addressing for a mixed multiplexed data network
1,318,183	Harry George Skeldo	Improvements relating to presses for cutting or forming metal or other material
1,368,781	Stamicarbon B.V., formerly known as Stamicarbon, N.V.	Process for the preparation of chlorinated hydrocarbons
1,375,235	Stamicarbon B.V., formerly known as Stamicarbon N.V.	Process for polymerising 4-methylpentene-1
1,371,197	Onkyo Kabushiki Kaisha	Detecting the entry of a gramophone stylus into the run-out groove of a record being played
28 July 1975		
986,011	Esso Research and Engineering Company	Apparatus and process for gas analysis
1,017,188	Esso Research and Engineering Company	Apparatus for and method of analysing sample fluids
1,034,475	Esso Research and Engineering Company	Improvements in or relating to weighing apparatus
1,049,742	Esso Research and Engineering Company	Improvements in or relating to process and apparatus for gas analysis
1,051,941	Esso Research and Engineering Company	Improved ships hull form
1,061,767	Esso Research and Engineering Company	Detection devices and uses thereof
1,094,677	Esso Research and Engineering Company	Integral heater piezoelectric devices
1,255,091	Esso Research and Engineering Company	Improved moisture detector and analyser
1,320,954	Esso Research and Engineering Company	Selective combustion process for hydrogen-containing combustibles and apparatus thereof
1,302,033	The Shoe and Allied Trades Research Association	Improvements in or relating to the manufacture of footwear
1,316,968	Ilford Ltd.	Measuring device
1,318,220	Ilford Ltd.	Film material driving rollers
1,373,110	Exxon Research and Engineering Company formerly known as Esso Research and Engineering Company	Fluid impurity analyser
31 July 1975		
1,229,112	International Standard Electric Corporation	Supervisory method for coder and decoder circuits in a PCM system.
1,340,582	International Standard Electric Corporation	Airport surveillance radars
1,354,739	International Standard Electric Corporation	Toll charging arrangement for a coin box telephone
1,284,322	Universal Oil Products Company	Improvements in and relating to seats, in particular for tractors
1,362,003	Gyogyszerkutato Intezet and Kozponti Kemiai Kutato Intezet	Process and apparatus for measuring radioactivity

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. Armitage
Comptroller

Increased patents fees

The Patents (Amendment No. 4) Rules 1975, which were published on 6 August 1975 increase most of the fees due on or after 1 November 1975.

The fee payable for sealing a patent in respect of which the complete specification was accepted on or after 1 August 1975 but before 1 November 1975 and the renewal fee payable in respect of any year beginning on or after 1 November 1975 are increased on 1 August 1975.

Copies of the new Rules (SI 1975 No. 1262) may be obtained from the Patent Office, Orpington, Kent BR5 3RD, from the Sale Counter, The Patent Office, 25 Southampton Buildings, London WC2A 1AY, and from HM Stationery Office at the usual addresses, price 18p (by post 23½p).

Bankruptcy records for England and Wales

Details of bankruptcies in England and Wales are maintained in a public search room at Room 901, Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2JY.

Searches can be made personally or by an agent and a fee of 25p in respect of each bankruptcy inquiry is payable at the time.

Record £1,300m offshore orders in 1974

The total value of orders placed in 1974 by companies with offshore oil and gas operations on the United Kingdom Continental Shelf was approximately £1,300 million compared with £650 million in 1973.

The UK content of the orders placed – that is, the contribution of UK industry and commerce to the development of the Continental Shelf – was estimated to be worth £520 million or 40 per cent of the total – 47 per cent in the case of capital goods and 29 per cent for services.

But if those areas where the UK has little or no capability are excluded, that is, drilling rig hire, subsea pipe supply and pipe-laying and offshore emplacement, the UK content rises to 62 per cent in the service sector and 53 per cent for capital goods. This gives an overall figure of 55 per cent for UK content where there was a UK capability. However, even where there was such a capability, in certain areas there was a lack of capacity to meet the full requirements of the oil operating companies. The effect of lack of capacity is difficult to evaluate but it is estimated that the UK content of orders placed where capability and capacity were available could be as high as 70 per cent.

These figures – representing the proportion of orders by value – are given in a report*, published by the Offshore Supplies Office (OSO) of the Department of Energy.

The report – the first of its kind to be issued by OSO – analyses orders for manufactured goods, supplies and services placed by offshore operators. The information has been compiled from the confidential quarterly returns by offshore operating companies to the OSO to help the Government ensure that British firms are given full and fair opportunity to compete for orders on the UK Continental Shelf.

The report says that, while no accurate, detailed figures are available for 1973, the UK content of total offshore business was higher in 1974.

In 1973, a report by the International Management and Engineering Group of Britain Ltd (IMEG) estimated that predominantly British-owned firms were probably gaining 25-30 per cent of the offshore market in the early 1970s but, in 1974, orders won by UK registered companies represented about half the total.

The report shows that the UK content of orders was at least half in the following areas:

	Per cent
Capital goods	
Steel production platforms	64
Modules and other fabrications	50
Power generation equipment	83
Process plant and equipment	80
Pipe coating	90
Communications equipment, including instrumentation and control systems	85
Wellhead and completion equipment	61
Safety equipment	95
Services	
Surveys, including hydrographs and soil testing	79
Helicopter and air services	60
Marine transport	55
Mud logging and wall testing	62
Barytes and chemicals	64
Cementing services	59
Inspection testing maintenance	69
Other services	68
Engineering	
Design and consultancy	60

The UK content was below half as follows:

	Per cent
Capital goods	
Concrete production platforms	37
Compressors	40
Pipe (subsea)	7
Pipe fittings	49
Well casing	44
Services	
Rig hire	25
Drilling tools and equipment	47
Pipelaying	18
Installation operations	6
Diving	42

The OSO's analysis is based on information provided by companies playing a major part in North Sea development and covers 96 per cent of orders placed in 1974.

The report draws a distinction between orders placed and expenditure which may be spread over a longer period than the year in which orders are made. Thus, it shows an estimate of expenditure in 1974 at £830 million compared with the £1,300 million value of orders. In 1973, when orders totalled £650 million, expenditure was approximately £360 million.

The report says that inflation and an exceptionally high level of ordering in the last quarter of 1974 were largely responsible for the increased value of orders. But it warns that the rapidly rising rate of ordering may not be sustained.

It adds that, since development in the northern North Sea began, UK firms have won 13 of the 19 orders placed for oil production platforms. Four of the six orders to go abroad were for concrete structures. But during 1974 the Government established sites for concrete platform construction to provide opportunities for platform constructors and the many medium and small firms which can win secondary orders.

The report says the major gaps in the UK's ability to supply the offshore market is in the service area – especially exploration drilling, pipelaying and offshore installation. Last year, the UK content of orders placed for these services was worth only £72 million out of a total of £483 million.

'Here', the report adds, 'UK companies are in the classic position of an infant industry in a market which is new to them, where the financial cost of entry is high and the risks are greater than those which might normally be taken in the main manufacturing areas. In addition, with new ventures of this type, there is a credibility gap which has to be overcome before new companies can be accepted in the business.'

The report points out, however, that:

—there should very shortly be eight large semi-submersible drilling rigs and four drill ships substantially under UK ownership;

—the Thor craneship is British owned;

—Scottish financial institutions have a substantial stake in the largest laybarge yet constructed;

—UK companies have obtained a share of production drilling business;

—British deep diving capability has been strengthened and British 'down-hole' (instrumentation and analysis during and after drilling process) capacity has been established. There are now two UK companies with engineering capabilities for single point mooring buoys.

The report also draws attention to notable successes including the completion of two Forties platforms by Highland Fabricators and Laing Offshore ahead of schedule.

There are encouraging signs on all fronts 'that British industry is fully aware of the inordinate penalties of delay'. The report adds 'it is now increasingly recognised that to obtain orders companies must provide the quality required at a competitive price and above all must deliver on time'.

* Offshore Oil and Gas: A summary of orders placed by operators of oil and gas fields on the UK Continental Shelf during 1974 – HMSO – price 30p net.

Diving deaths on United Kingdom Continental Shelf

Fifteen diving deaths occurring during offshore oil and gas operations on the United Kingdom Continental Shelf since 1965 have been reported to the Government, Tony Benn, Secretary of State for Energy, announced on 7 August.

He was answering a Parliamentary Question from Mr. Tam Dalyell, (West Lothian), who asked 'how many divers have lost their lives since the commencement of the United Kingdom offshore oil and gas operations in 1965?'.

Mr. Benn said: 'Fifteen diving deaths occurring during such operations up to 31 July this year have been reported to the Government. The detailed breakdown is:

1965-70	1971	1972	1973	1974	1975 (up to 31 July)
Nil	3	1	2	5	4

'These figures relate to all diving operations connected with the exploration and exploitation of the UK Continental Shelf including diving from and around oil and gas installations, British registered vessels, other vessels and pipe-laying barges. They also include deaths reported within United Kingdom territorial waters and internal waters under the Factories Act regulations.

'Since the introduction of the Offshore Installations (Diving Operations) Regulations 1974 and the Merchant Shipping (Diving Operations) Regulations 1975, the Government is now informed of all fatal

accidents that occur during our offshore oil and gas operations.

'Arrangements were made with the UK Offshore Operators Association that their contractors and suppliers would observe the requirements of these regulations, even before they came into effect. As from February 1975, this arrangement also covered the observance of the new regulations where the work was being carried out from a ship not UK registered.

'An interdepartmental working group of officials, chaired by the Health and Safety Executive, is studying the coordination of diving standards and the harmonisation of regulations.'

The Offshore Installations (Diving Operations) Regulations came into force on 1 January 1975; the Merchant Shipping (Diving Operations) Regulations on 1 March 1975.

Diving deaths are investigated by a Government inspector. If there is any lesson to be drawn from the circumstances of an accident, the inspectors ensure that all diving companies operating on the United Kingdom Continental Shelf are made aware of them.

Offshore Europe 75 Conference

The Secretary of State for Scotland, William Ross, is to open the Offshore Europe 75 Conference, to be held at the University of Aberdeen from 16 to 19 September in conjunction with the Offshore Europe Exhibition.

The conference programme concentrates on European offshore oil exploration and production, particularly North Sea work. The conference will deal with the latest developments.

About a thousand delegates from all over the world are expected to attend the conference. Details of the conference and exhibition are available from: Offshore Europe 75, Rowe House, 55-59 Fife Road, Kingston-upon-Thames, Surrey (tel. 01-549 5831/3181)

Record number of company investigations in 1974

The Department of Trade undertook a record number of company investigations in 1974 – 158 compared with 93 in 1973, according to the Department's Annual Report on Companies 1974, published on 6 August.

The Report, which provides more information than in previous years, includes details of the Department's work in administering the Companies Acts, particularly the Insolvency Service and Companies Investigation Branch, and has an improved layout.

The number of staff engaged on investigation work has increased, and the Department has continued to make extensive use of its powers under Section 109 of the Companies Act 1967, authorising 130 inquiries in 1974.

Investigations authorised under Sections 164 and 165 of the Companies Act 1948, included Court Line Ltd., London and County Securities Group Ltd., Land and General Development Ltd., and London Capital Group Ltd.

The Department does, on occasions, bring civil proceedings on behalf of companies mainly against the failure of company officers to forward returns or accounts to the Registrar of Companies. The Report notes that in 1974 some £800,000 was recovered for 15 companies.

In another case the Official Receiver, acting as liquidator, recovered £70,000 for the benefit of creditors after the money had been deposited abroad in the name of an individual.

The Report also points out that the computerised system of identifying defaults in the filing of annual returns became fully operational during 1974. This has enabled the Department to despatch some 10,000 reminder letters a week.

The Report says that the impact of this can be seen in the one third increase in the number of annual returns registered during the year: 565,824, compared to 420,018 in 1973.

While the 42,496 new companies registered in 1974 was a drop of nearly 25,000 on the previous year, there are now almost 658,000 companies on the register, 641,000 of them private companies.

The microfilming of these company files is now well under way and by the end of 1974, 289,000 files had been filmed.

Government Sales

Ministry of Defence

19 August 1975 Miscellaneous Stores

Location: Bristol Esso Hotel, Filton Road, Hambrook, Bristol (tel. 0272 564242)

Auctioneers: Russell Baldwin and Bright, 19-21 King Street, Hereford (tel. 0432 55441)

29 vehicles including cars, ambulances, vans, minibuses and Land Rover. Fork lift truck, lathes, grinders and other machine tools. 6,500 tyres, hydraulic and other jacks, 2 turbines, electronic valves. Bassett and other aircraft inverters, switches, actuators and other spares. Watches, cameras, oscilloscopes, greatcoats, trousers and other clothing, blankets and sheets. 8,000 carving, dining and windsor chairs, typists desks, bureaux, secretaires, dressing chests, tables, wardrobes and other furniture. Coal scuttles, carpets, MT and electrical spares, ferrous and non-ferrous scrap and a large collection of other stores.

28 August 1975 Miscellaneous Stores

Location: Golden Lion Hotel, King Street, Stirling

Auctioneers: Dixon and Wallace, Bank Buildings, Graham Square, Glasgow G31 1AW (tel. 041-554 2447)

A large collection of stores which include footwear, denim and BD trousers, blouses and jackets, raincoats, carpets, rugs, bedspreads, mattresses, blankets and scrap textiles. Furniture and kitchen utensils, crockery. Electrical and electronic assemblies and spares, ferrous and non-ferrous scrap, scrap batteries, MT spares and tyres, jacks, hand tools, stop and wrist watches, binoculars, telescopes, clocks, pumps, paint and oils, photographic equipment. Five AEC and Scammell 10 ton recovery trucks, two Leyland hippo 10 ton 6 × 4 trucks, two AEC 10 ton 6 × 6 and 6 × 4 trucks, Thornycroft 10 ton 6 × 4 truck, AEC 10 ton 2,500 gallon refueller, two Bedford 30 and 36 seater coaches, Land Rover, Austin 1800 saloons and 2 Johnston 40hp outboard motors. Windgrove and Rodgers 400 lb. fork lift truck, Broomwade compresser, Dynex welding generator, Ellist surface grinder, Bradbury Mk1 electric lift 3 ton, Startrite and Ward and Elliot lathes, Aerograph portable air compressor, Wingrove and Rodger rail cars, GEC Maudley and Lancashire generators.

Catalogues for the above sales, which give details of the lots, conditions of sale, viewing times, etc., are available from the auctioneers from two weeks before and up to the day of the sale, price 10p (postal orders only.)

Technology

The SGHWR and the country's nuclear power programme

On 10 July 1974, Eric Varley, then Secretary of State for Energy, announced that the British Steam Generating Heavy Water Reactor (SGHWR) should be adopted by the electricity boards for their next nuclear power station orders because:

it will provide power reliably;
it can be ordered quickly;
the Chief Inspector of Nuclear Installations advises that there should be no fundamental difficulty in giving it safety clearance;
it offers particular scope for British nuclear technology which should be exploited;
a 100-megawatt (MW) prototype at Winfrith has been operating successfully for seven years and is designed to produce the operating conditions of a commercial unit;
Canadian experience with a similar system – CANDU – is also successful at 500 MW size.

This announcement brought to an end a long period of uncertainty, frustration, reorganisation and contentious debate, during which the entire future of the UK nuclear energy power strategy, the United Kingdom Atomic Energy Authority and, indeed, the entire British nuclear energy industry were in the melting pot.

Mr. Varley's statement emphasised the need to maintain public confidence in nuclear power and indicated that reliability and confidence in a reactor system are particularly important if the economic benefits of nuclear power are to be realised. He said that while the UK gains experience in moving from a prototype, it seems sensible: (i) to start with reactor units of 600-660 MW to reduce the problems of scaling up; and (ii) to have an initial programme of 4,000 MW over the next four years to provide an industrial base for probable later expansion. The first order will be placed as soon as possible.

The Minister stressed the fact that the UK will need to establish a strong industrial capability. It is important that industry should have sufficient confidence in the longer-term development of the programme to invest in skills and facilities. The initial programme will provide a sound base for the future.

Early nuclear power programmes

In October 1956, the Queen officially opened Calder Hall, the world's first nuclear power station and a new source of primary energy was established to supplement coal and oil supplies on which, for generations, the world had been dependent.

Immediately after the war the British Government committed itself to independent nuclear development and the Department of Atomic Energy of the Ministry of Supply adopted a lengthy programme of research and investment to gain a nuclear capability. Development work at Harwell and Risley on reactors laid the foundation for the future power programme. As late as 1950 it was considered that nuclear power would not, at prices then prevailing, achieve economic parity with fossil-fuelled stations. Indeed, the first generating stations at Calder Hall (1956) and Chapelcross (1958) were justified on military as well as commercial grounds to provide plutonium required for the defence programme. However, the decision to proceed with the construction of the Calder Hall plutonium and power facility concluded the initial stage of technological development and opened up the way for future commercial development.

In 1954, the UKAEA was formed and took over the responsibility for the various research and production facilities which had by then been established. In 1955, the commercial nuclear programme began in earnest with the announcement of the first power programme, of 12 Magnox stations of a total capacity of 1,500-2,000 MW(e) by 1965. However, from the outset economic and political factors have inter-related to cause fluctuations in the growth of nuclear power. The Suez crisis caused an expansion of the programme, which was subsequently reduced, rephased and delayed by the need to reduce capital expenditure in the British economy, the continuing flow of cheap oil and the emergence of the North Sea as a gas and oil source.

Magnox reactors

The first nuclear power programme was based on the Calder Hall type of reactor, now identified as the Magnox reactor. Magnox is a reference to the magnesium alloy can into which the natural uranium metal fuel is inserted to prevent contamination of the reactor coolant by fission products in the fuel during operation.

There are now 11 Magnox reactor stations in operation in the UK, eight owned and operated by the Central Electricity Generating Board, one by the South of Scotland Electricity Board and two by British Nuclear Fuels Ltd. Between them they supply about 10 per cent of Britain's electricity requirements.

In capital depreciation, interest and operating costs (excluding fuel), the Magnox stations cost the Central Electricity Generating Board £49 million per year more than if coal-fired power stations had been built instead. However, the same capacity of electricity provided by coal-fired stations would have incurred a coal bill of £179 million, instead of £23 million for uranium.

The availability and operational reliability of these stations has been excellent, particularly during winter periods of high peak demand when load factors well in advance of 90 per cent have been achieved. It is interesting to note that during 1973 the Dungeness 'A' station, which came on load in 1965, was the most economic power producing unit in the CEGB network.

Advanced Gas Cooled Reactors

Magnox plants were very large units compared with their outputs and operating temperature limitations imposed by the metallic fuel gave a comparatively low thermal efficiency of 30 per cent. The system, however, gave scope for improvement, and increased efficiency was achieved by the development of the Advanced Gas Cooled Reactor (AGR).

In AGR the fuel was changed from metal to slightly enriched uranium oxide pellets packed into cladding tubes of stainless steel. This permitted a considerable increase in fuel-operating temperatures, and enabled steam to be produced at a temperature and pressure suitable for use in modern superheat turbo-generators with a thermal efficiency of about 45 per cent.

The 30-MW(e) prototype AGR at Windscale successfully demonstrated the new system and orders were placed by the CEGB and SSEB for 6,000-MW(e) generation capacity from five AGR stations which are currently under construction.

Engineering problems have been the principal contributors to delays in the AGR construction and commissioning programme but difficulties have also been encountered with the reactor physics, particularly in the heat transfer field, which have in some instances resulted in late design changes in components after construction had started. With hindsight it is apparent that the problem of extrapolating scientific and technical information obtained from a 30-MW(e) prototype to a 1,200-MW(e) commercial reactor was considerably greater than originally anticipated.

The AGR, in which the core is enclosed in a massive prestressed concrete pressure vessel, is a complex piece of engineering incorporating many novel components and requiring particularly sophisticated welding and other construction techniques. Like other pressure vessel-type reactors, nearly all major components require *in situ* fabrication and construction, under conditions which, at the best, are seldom ideal for the highly skilled workmanship required.

Problems encountered, while endowing the industry with an added wealth of construction and technical experience, have diminished confidence that the delays so far experienced would not continue if further AGRs were ordered; and such delays would not be tolerable in an extended programme.

An aerial view of the Winfrith SGHWR station.

Thermal reactor choice

To assist the Government in selecting the thermal reactor for use during the next phase of the UK power programme a Nuclear Power Advisory Board was established in 1973. The Board met under the chairmanship of the Secretary of State for Energy and its members comprised senior experts drawn from the UKAEA, the private sector of the nuclear industry and the electricity generating boards.

World resources of coal and oil are finite, in fact present known oil reserves will reach dangerously low levels about or soon after the turn of the next century. Coal reserves are more plentiful but cannot be expected to last much beyond the mid-2000s and their rate of recovery from the coal fields is, in the meantime, strictly governed by physical and capital resources. Nuclear power must therefore play an increasingly

The full design 100 MW(e) electrical generation power of the Steam Generating Heavy Water Reactor at Winfrith was reached in January 1968. This view of the reactor buildings shows the administration building on the left.

The SGHWR and the country's nuclear power programme

continued

important role in meeting the world's expanding energy demands if current standards of life are to be simply maintained far less improved.

In this climate, therefore, the issue facing the Board was quite clear cut – a reactor had to be chosen and chosen quickly not only to meet urgent short-term requirements, but also to provide a sound basis for an increasing thermal reactor programme to meet a vastly increased demand for energy several decades ahead.

The final choice of the SGHWR was a welcome display of confidence in British technology and a compliment to the skills engendered in UK industry since the earliest days of nuclear power when Britain led the field with the world's first nuclear power station at Calder Hall.

The SGHWR

The Steam Generating Heavy Water Reactor is a direct cycle, pressure-tube reactor, using light water as the coolant and heavy water as the principal moderator. The reactor core consists of banks of pressure tubes which are made of zirconium alloy and are located within, but separated from, the tubes of the calandria which contains the heavy water moderator at low pressure and temperature. The principal features of the system are:

a. pressure-tube construction, permitting factory fabrication of pressure components – leading to high integrity of primary coolant circuits and a short site construction time – and replacement of major pressure-retaining components;

b. separation of major civil construction work from main technical plant installation, which permits all installation work to be carried out within a weather-tight structure;

c. module design, enabling commercial size reactors to be constructed by grouping together the required number of pressure-tube assemblies of similar design to those installed in the prototype.

The ability to carry out workshop fabrication of all major components using standard manufacturing techniques with only final assembly to be carried out *in situ* gives every confidence that a large-scale programme to meet necessary deadlines is well within the capability of UK industry.

Safety

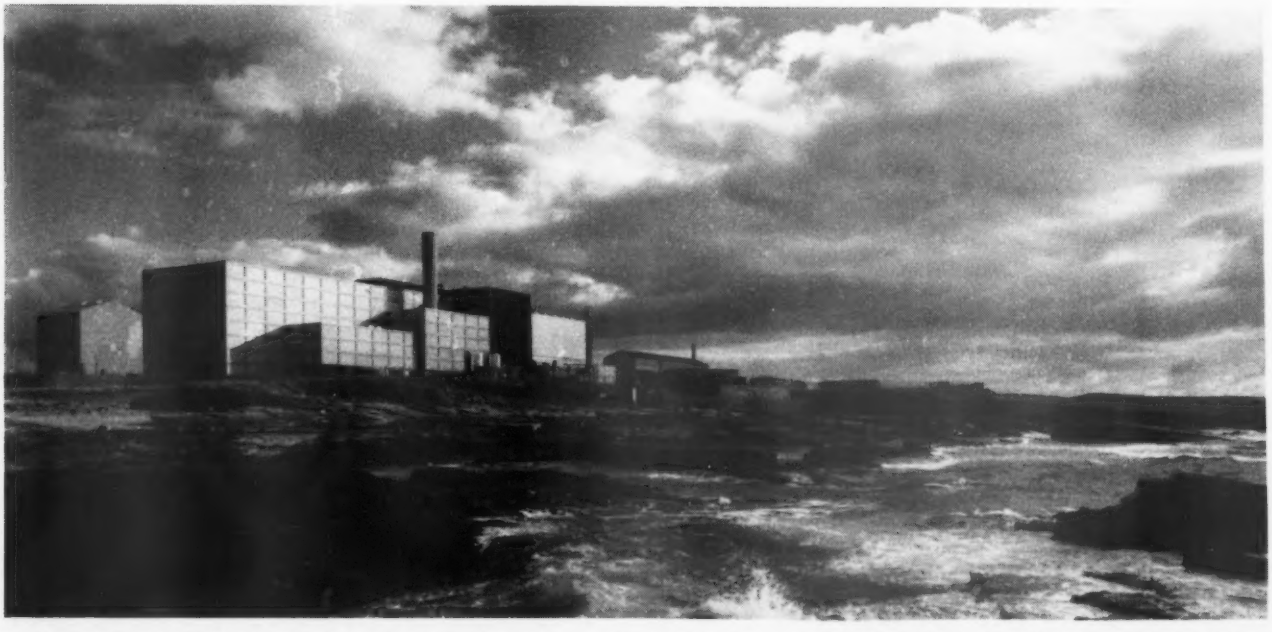
From the initial concept, safety has been a keynote of the SGHWR design. The pressure tube is a simple uniform pressure component with well understood metallurgical properties and fluid control leads to a simple design of core with no moving mechanical components. All parts of the reactor coolant circuit are within the range of conventional manufacturing experience which gives confidence that high standards of quality control can be consistently achieved. In addition, all pressure parts are accessible for inspection and replacement during service, as has been successfully demonstrated in the prototype by the removal and replacement of six experimental pressure tubes after more than two years of power operation.

To guard against the unlikely failure of a pressure tube, in the current commercial design the aluminium calandria tube used in the prototype is replaced by a stronger Zr-alloy tube designed to withstand full circuit pressure.

Fast reactors

In his statement announcing the introduction of SGHWRs into the nuclear power programme, Mr. Varley also re-affirmed the Government's support for the fast reactor, the importance of which in an overall nuclear energy strategy was foreseen from the earliest days of nuclear power. The development of the system has progressed in parallel with thermal reactors since the late 1940s and, in fact, the first zero energy fast reactor facility, ZEPHYR, was completed at Harwell in 1954, two years before Calder Hall came on power.

Fast reactors are designed to utilise the plutonium produced in thermal reactors as a by-product of the fission process and,



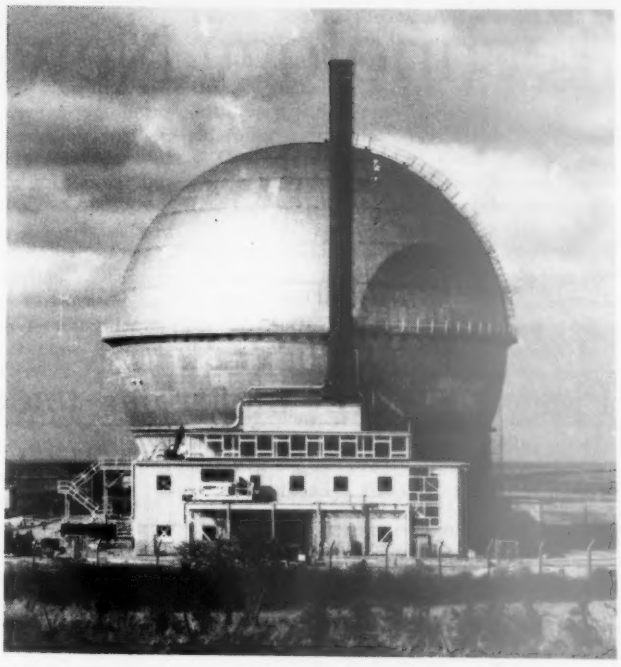
Work carries on throughout the day and night, as these general views from the sea (above and above, right) of the 250-MW(e) prototype fast

in addition, to breed from a blanket of uranium surrounding the reactor core, more plutonium than they consume. They are capable of extracting at least 50 times as much energy from uranium as a thermal reactor. One ton of uranium used in a thermal reactor produces the heat equivalent of 20,000 tons of coal, in a fast reactor it produces the equivalent of 2 million tons of coal.

This better utilisation of uranium resources, existing and new, will enable reactors to pay a higher price for uranium without significant effect on electricity generating costs and to enable sources of supply to be used which are much too expensive to consider for a purely thermal reactor programme.

The major development of fast reactors has been carried out at Dounreay where a 14-MW(e) experimental fast reactor has been in full power operation since 1963 and where a 250-MW(e) prototype fast reactor has recently come on power.

The next step in fast reactor development is the design and construction of a 1,300-MW demonstration plant based on the FR design, as a 'lead' station. If this first station became operational in, say 1983, and about a four-year gap allowed before the next comes on power, followed by a gradually increasing rate of ordering so that it reaches a limit set by the demand for new stations, then typically 25 per cent of our electricity generation would come from fast reactors by the year 2000 and 50 per cent some 10 years later.



The Advance Gas-cooled reactor, with its aluminium-clad containment building, at Windscale.

Economic factors

Our ability to utilise uranium promises to improve in the next decade from the operation of the AGRs and in the decade after that will improve dramatically through development of the fast breeder reactor. This, through the medium of plutonium 239, will permit utilisation of U238 which comprises 99.3 per cent of natural unranium purchases for thermal reactors, and which is available in quantity as waste from diffusion plants and depleted uranium. The economics of power production will also improve. This is a prize which all technically advanced nations are pursuing: a reduction in electricity generating costs coupled with greatly reduced call on reserves of fissile material, the scale of which will only become apparent after much research and development on fast reactors and their fuel cycles.

The prices of all fuels, including uranium, will undoubtedly increase as they become scarce. In this situation, nuclear power, notwithstanding the high capital costs of nuclear stations, shows to maximum advantage. In fossil-fuelled stations, a 10 per cent increase in fuel costs leads to a 7.3 per cent increase in electricity costs but in a nuclear station to only a 2.8 per cent rise.

When fast reactors are operational, their utilisation of uranium fuel is so good that any increase in fuel costs will have hardly any effect at all on electricity costs.

Nuclear fuel therefore, utilised in thermal reactors, will help to stabilise electricity costs and, when fast reactors become operational in significant numbers, could even reduce them.

reactor at Dounreay demonstrate. This reactor recently came on power. It will pave the way for the large power fast reactors of the future.

Technology News

Plastics and the motor car–under study at NPL

Plastics can help to make a safer and quieter motor car without incurring significant cost penalties, because they have desirable properties far removed from those of traditional materials. Typically, their mechanical properties are time, rate, and frequency dependent and this requires that special attention be given to design and proving, particularly as statutory safety regulations are sometimes involved. Nevertheless, there are many applications where these properties can be usefully employed with technical and economic advantage.

Measurement of the dynamic properties of plastics and elastomers, and the formulation of design theories to permit their rational application, forms a part of the agreed programme of standards work now in progress at the National Physical Laboratory. To help motivate this work and to make the best possible use of it in the important field of automobile engineering, a consortium of British Leyland, Ford, ICI and The Transport and Road Research Laboratory have joined with NPL in the jointly-funded and supervised programme.

Two important applications are being considered; firstly the use of polymeric materials in crash padding applications, where energy absorption is critical in reducing the severity of road accidents, and secondly the application of elastomers to antivibration mounts, where noise reduction is one of the aims. The work, which has been under way for a year, is aimed at providing information which will permit the best possible use of available materials in future motor cars.

Further details: Dr. F. J. Lockett, National Physical Laboratory, Teddington, Middlesex.

The Post Office expects to save over £1½ million a year, by reducing staff numbers by 1,000, from its new £4½ million telegram retransmission centre. TRC, which handles a telegram each second of the working day, directly links 13 international telegraph area offices in the UK with 67 countries, using 66 different international routes. Telegrams may be sent through the centre to any destination, either direct or by way of a distant terminal.

The new centre has replaced three telegram relay systems, a manual relay centre, a torn-tape relay centre, and a semi-electronic message-switching relay centre. Incoming telegrams from abroad for delivery in the UK are now first received by the TRC. The computer identifies the destination town, checks the telegram for a registered telegraphic address (it holds in its memory 10,000 UK town names and the complete index of 60,000 registered telegraphic addresses). Delivery instructions are added if necessary, and the telegram is switched to the appropriate office for delivery. Foreign telegrams routed through London are also received at the TRC.

The right photo shows the service area, where inquiries about telegrams are corrected by an operator. The header and address of the telegram are presented on a visual display unit – a television type screen mounted above the teleprinter keyboard. The operator uses the VDU to instruct the computer to make the correction, by typing in the correct information. The left photo is a close-up of the operational control centre, showing controller's visual display unit. This shows information on the operational situation of the TRC.

Plasma torch with magnetically traversed arc

A plasma torch, in which the position of the electric arc is moved about using a magnetic field so as to produce a plasma flame of elongated cross-section, has been developed by Dr. J. E. Harry and Dr. T. J. Fox at the University of Technology, Loughborough. This enables the torch to be used in a variety of new applications, such as the surface hardening of metals, where it can offer significant advantages over some existing techniques. Another application is for the fusion of porous coatings, which are used either as bearing surfaces or for corrosion resistance. The plasma torch can be used to scan large surface areas, enabling the surface to be heated rapidly and uniformly.

The formation of a thin, hard surface layer on metal by heating and subsequent rapid cooling is an important operation in many industries. This includes gear teeth, splined shafts and clutch teeth, camshaft surfaces, pushrod ends, pliers, shears and lawnmower blades. One of the great virtues of surface hardening is the retention of a ductile core of metal that has previously been treated to provide other mechanical properties.

Although flame hardening is widely used industrially, it remains difficult to control. Any particular hardening operation must be set up by a time-consuming process of trial and error. The relatively slow rate of heating and a tendency to overheat the surface, with resulting oxidation and possible decarbonisation, are recurring problems. Combustion products and waste heat can create poor working conditions.

The plasma torch could also be used for fusing porous coatings which, because of their porosity, tend to have inferior properties to those of the bulk material. The high melting points of these coatings makes subsequent fusion difficult or impossible by normal means. However, a torch with a uniformly distributed rectangular jet should enable substantial improvements in coating performance to be achieved. The coatings are often used to provide wear resistance (for bearings, mill rolls), abrasion resistance (in slurry pumps) and corrosion-resistant coatings.

The plasma torch developed at Loughborough is reliable, clean, operates at high power densities and heats uniformly. It can be used under various atmospheres that may be oxidising, reducing, inert, or reactive. Using the torch with, say, nitrogen as the operating gas raises the possibility of both heat treating and nitriding the metal surface in one operation.

The great advantage of this technique is that the heating effect produced by the torch is distributed over a distance determined by the amplitude of oscillation of the anode root of the arc.

The basic system can be modified in a variety of ways. Several cathodes could be installed along a longer orifice and thus several arcs operated synchronously. These could then be positioned so as to operate over any desired shape and in this form might have applications in trepanning.

It has been estimated that about 3,500 induction- and flame-hardening machines are installed in the United Kingdom and this development could have a significant influence on the flame-hardening market. The use of the plasma torch for fusing sprayed coatings should result in a substantial improvement in their properties.

Companies interested in the possibility of manufacturing equipment using the Loughborough techniques are invited to contact Peter Thompson, Electrical Engineering and Electronics Group, National Research Development Corporation, to discuss licensing arrangements. Demonstrations of the equipment can be arranged at Loughborough.

Hand-held data-entry device

Mr. J. R. Guest, Mr. C. R. Harding and Dr. P. R. M. Whittlestone of the Signals Research and Development Establishment (SRDE), Christchurch, Dorset, have designed a device equivalent to a teleprinter keyboard that requires an operator to use only one hand to enter alphanumeric data into a digital system. Either hand may be used, no special training is required and, since character selection and entry are two separate operations, the chance of error is low.

In more conventional systems, alphanumeric data is entered into data transmission apparatus using a typewriter keyboard or a morse key. Usually the operator is carefully trained, free to use both hands and not moving about. Such ideal situations do not always exist and a miniature 'keyboard' that can be held in either hand and operated with very little prior knowledge has considerable commercial potential.

The essential external features are two panels displaying characters (one for numbers, one for letters), an array-selection switch, a character-selection switch and a character-entry/reset switch. Within either panel each character can be illuminated, but only one at a time.

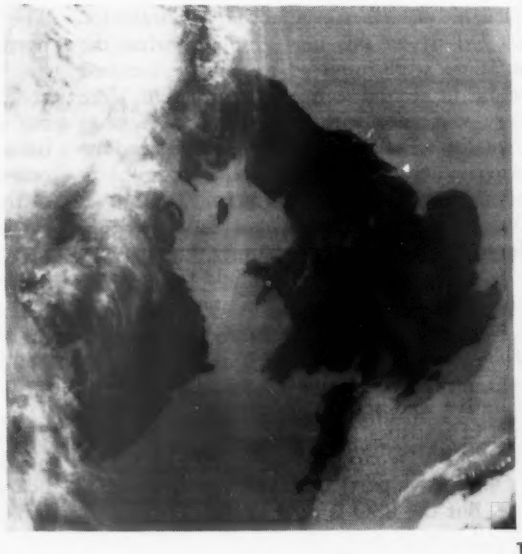
The appropriate character is chosen using the character-selection switch by moving the 'light' through the display array in the same way that a king moves on a chessboard, ie the light can be made to jump one place horizontally, vertically or diagonally.

When the data-entry switch is pressed, a code representing the lit character is transmitted and the light returns to the central 'space/reset' position.

Apart from the military applications in field communications, widespread commercial applications are foreseen for data entry or system control involving operators with minimum training, eg in stocktaking in supermarkets or warehouses. It may also be of interest to the physically handicapped. The rate of data input is of the order of one alphanumeric character per second.

Companies interested in the possibility of manufacturing hand-held terminals, under National Research Development Corporation licence, are invited to contact Dr. M. J. Knight, Electrical Engineering and Electronics Group, NRDC, Kingsgate House, 66-74 Victoria Street, London SW1E 6SL.

High resolution infra-red satellite picture from Dundee University



The picture shows most of the British Isles and taken from Noaa (National Oceanic and Atmospheric Administration) an American meteorological satellite some 900 miles high. Used in a project to provide improved information to weather forecasters, this high resolution infra-red picture began on earth as a piece of electronic tape. Signals from the satellite were picked up at the University of Dundee, Scotland, where new techniques have been developed in the reception of visible and infra-red transmissions from the vehicles scanning radiometer. A 12-foot diameter steerable parabolic aerial, or 'dish', has been specially built for receiving high resolution picture information, which is recorded on tape and from which the picture is produced. This is the only receiving station of its type in the UK. The engineering department have also carried out trials with low resolution systems, occasionally taking pictures for North Sea oil developers. Experiments at the University have devised an electronic 'linearizer' which removes the distortion created by the curvature of the earth, correcting the perspective and superimposing grid lines of latitude and longitude on to the picture as it is received.

Britain

The BSO and business statistics

by Eric Morgan

This feature looks at the history, role and activities of the Business Statistics Office, Newport, Gwent; focusing particularly on the wide range of information which the Office now regularly publishes for the use of the businessman.

The statistics collected by the BSO deal with the manufacturing, distributive and service industries: they are concerned with the factory and the shop, the garage and the warehouse, the hotel and the laundry, and with the organisations which own them – most frequently the company or the large companies group: they relate to such aspects as sales, purchases, employment, wages, capital investment, and stocks held. They furnish the Government – and to a growing extent industry – with information essential to economic policy. They provide a detailed insight into the structure of industry and they shed light on current trends; and beyond that they are the basis of planning and forecasting.

The primary data from which they are compiled are in nearly all cases collected by means of surveys carried out under the powers of the Statistics of Trade Act: in effect, by means of questionnaires sent to firms in the industries under study. The statistics are arrived at by aggregating the details on the questionnaires returned by these firms, and are published in such a way as to ensure that there is no disclosure of information about any individual undertaking. Under the Act the primary figures received in any 'inquiry' (the statistician's jargon for a particular survey) have to be treated as strictly confidential.

The Government's main agency for collecting business statistics

The Business Statistics Office is a branch of the Government Statistical Service. Still a very young branch – it was formed only in 1969 – but one which has grown rapidly to become a prominent feature of the parent tree. The image is not too fanciful, for, as the main agency for collecting and publishing official business statistics, the BSO is playing a key role in implementing major innovations in Government statistics designed to meet the needs of what Sir Claus Moser, head of the Government Statistical Service, has described as a 'new era' in statistics. What led up to this new era, and what the innovations were intended to achieve, are outlined in the second section of this article. Here we are concerned with the practical effects on the 'quality' of official business statistics, and the improvements which have been introduced to satisfy the needs of the businessman.

Official production statistics have already undergone a fundamental change (the BSO has developed a new system in this field to the point where information on the UK manufacturing and mining industries is more comprehensive, reliable, co-ordinated and up to date than ever before), and similar changes are planned for the distributive and service industries. These two groups of statistics fall mainly in the fields of activity of the Department of Industry (of which the Office is a part) and the Department of Trade. But the BSO is now also collecting certain statistics on behalf of the Department of the Environment, the Department of Energy and the Ministry of Agriculture, Fisheries and Food, and the aim is for the Office to assume responsibility for collecting and publishing most Government statistics, irrespective of which Whitehall department uses them.

This centralisation is not an easy task. In the UK, Government statistical services have grown up *ad hoc*, on a decentralised basis, with each department collecting its own statistics. The list (or 'register') of businesses to which a particular department sends out questionnaires has been built up by the department as best it could to meet its needs: consequently each list has its idiosyncrasies; and hence it has always been difficult, and often impossible, to correlate one department's statistics with another's. One of the BSO's tasks therefore is to improve the comparability between different series of business statistics; and with this end in view the Office is working to compile and maintain a unified, up-to-date Central Register of Businesses, sufficiently comprehensive to satisfy the requirements of any statistical inquiry likely to arise.

The new systems

The BSO began to develop from the old Board of Trade Census Office at Eastcote in 1969, and moved into its new offices at Newport

over the three-year period to 1972. The first task was to introduce a system of production statistics which would remedy the deficiencies which had provoked criticisms of the old system (see 'Business statistics – old and new', page 390).

The deficiencies boiled down to lack of timeliness, lack of reliability, lack of co-ordination and (this mainly in relation to statistics on manufacturers' sales) lack of comprehensiveness. To overcome them, the BSO, on behalf of the Government Statistical Service, has gradually introduced its integrated system of production statistics, which is now one of the most comprehensive in the world. The kinds of information originally collected through the old quinquennial censuses and the various 'short-term' inquiries have now been brought together – at no greater cost and on a regular, co-ordinated and much more frequent basis – through a pattern of continuous monthly, quarterly and annual inquiries.

The monthly inquiries provide the very summary figures (eg on total sales) required by Government as an indication of how the economy is moving. The quarterly inquiries furnish statistics on the value and, where appropriate, the quantity of sales of individual manufactured products. And in general the annual censuses of production cover the same reporting units as the quarterly inquiries, but supply information (eg on total sales, employment, wages, stocks, capital expenditure) designed to reveal changes in the structure of industry and to serve as benchmarks for short-term economic indicators like the Index of Production. Complementing these regular surveys, less-frequent inquiries are made into such subjects as transport expenses, purchases, research and development costs, and so on.

The new system of distribution statistics is advancing along similar lines, and will over the next few years replace the massive censuses of shops which have been held every 10 years since the war. The BSO has now also assumed responsibility for collecting and processing information on monthly catering, retail and hire-purchase sales.

Organisation

The Office is organised on the basis of the field and periodicity of the above inquiries. The monthly and quarterly production inquiries are the responsibility of Branch 1 – Short-term Production Statistics. Branch 2 – Annual Census of Production – deals with all annual production inquiries and various special inquiries. Branch 3 – Distribution Statistics – collects statistics on the distribution and service trades. Branch 4 – Register Branch – is responsible for the development and servicing of the registers used in the Office's inquiries. Branch 5 – Computer Branch – is concerned with computer systems and data processing (BSO's present computer is a powerful third-generation machine – an ICL 1906A). Branch 6 has responsibility for the Office's general administration. The activities of the inquiry branches are considered in more detail below, beginning with the registers. The chart on page 389 shows the sectors into which the BSO conducts inquiries. Further information on any of these can be obtained by contacting the BSO's inquiry point on Newport 56111, ext. 2973.

The Central Register of Businesses

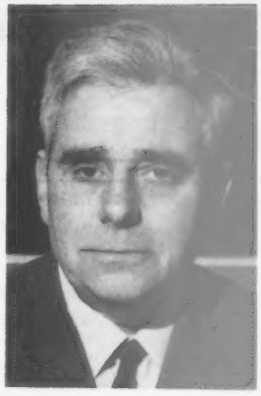
All statistical inquiries depend for their reliability on the comprehensiveness and up-to-dateness of their registers. In the UK there are over 100,000 businesses in the manufacturing industries, over 100,000 in the construction industry, approaching 500,000 shops in retail distribution, and over 200,000 businesses in the wholesaling, motoring and catering trades. Consequently the compilation of a comprehensive, up-to-date Central Register of reporting and statistical units classified by industry, size and locality, suitable for use in all business statistical inquiries, and hence capable of increasing consistency and reliability, minimising the form-filling burden by allowing greater use to be made of sampling techniques, and providing a key to the information collected, is a forbidding task. In all, the Register will need to cover over 1 million businesses. Filing the information required will involve storing some 400 million characters on computer discs.

On the other hand, the cost of setting up and servicing *any* register is formidable (some 100 people are employed on maintaining the BSO's present production register of around 120,000 units); and costs are a strong argument for a single Central Register and against the duplication of effort which would otherwise result. Building up the Central Register will, however, take several years, and in the meantime work continues on improving and servicing the registers on which the BSO now bases its inquiries.

Matching registers

The production register has gradually been matched with the register of employers kept by local offices of the Department of Employment (now the Manpower Services Agency), and, though some discrepancies have still to be investigated, the 'agreed' register which has been arrived at is already reasonably comprehensive and accurate.

In the distribution sector the BSO has never sought to maintain an up-to-date and comprehensive register because of the prohibitive difficulties. In the past, the only practical way of compiling a register of, say, shops was by a field enumeration. For the 1971 census of distribution, for instance, shops were listed for the BSO on the spot by the census of population enumerators. However, many of the 500,000 or so shops in Great Britain change hands very frequently, and until recently there was no economical way of updating a register once compiled. A new situation arose with the inclusion of a section in the 1973 Finance Act empowering HM Customs and Excise to pass to the BSO the name, address, status, trade classification, turnover and VAT number of all businesses which register for VAT, and any changes in the data subsequent to registration.



Martin Fessey, a Vice-President of the Royal Statistical Society, and a past Chairman of the Council of the Institute of Statisticians, has been Director of the Business Statistics Office since its foundation in 1969.

The BSO and business statistics

continued

This authorisation was sought following an assessment of the various sources of information offering possible bases on which to build a Central Register. The first VAT information (covering all 1.2 million firms then registered for VAT) was passed to the BSO early in 1974, and since then work has progressed in three main areas: the creation of registers for the wholesale, transport and entertainment trades; the development of a retail register; and the collection of VAT numbers for the existing production register. The VAT-based registers for the wholesaling and transport trades are the first to have been used for an inquiry – covering the year 1974. The VAT retail register will be used for a new system of distribution statistics, which will start with an inquiry covering the year 1976. The production-sector work has so far been aimed primarily at assessing the similarities and differences which exist between VAT reporting structures and the 'establishment' records used on the production register. The development of a regular VAT updating scheme for the Central Register is planned, and mechanics for a possible monthly update are being examined.

Quarterly and monthly inquiries into manufacturers' sales

The quarterly inquiries – the keystone of the short-term surveys directed by the BSO at manufacturing industry – furnish figures on the value and, where appropriate, the quantity of individual commodities produced by the industry. The inquiries have been introduced gradually, industry by industry, and they now cover virtually every sector of the manufacturing and mining fields. In all, sales figures are collected and published for more than 4,000 products manufactured by some 30,000 establishments in about 160 industries. A quarterly summary Monitor is also available which provides estimates of the total sales of about 150 of the industries within 13 weeks of the quarter to which they relate. The demand for all this information comes mainly from industry, and the inquiries – like each of those undertaken by the BSO – are planned in close collaboration with industry.

The monthly inquiries are conducted to obtain, from a sample of firms, the very summary figures required by Government for preparation of the Index of Production.

Annual census of production

The last of the old quinquennial censuses of production was for 1968. It asked for information on business activity, working proprietors, employment, wages and salaries, stocks, capital expenditure, work contracted out, transport costs and certain other expenses, purchases (quantity and value) and sales and output.

The first of the new series of annual censuses of production which superseded the quinquennial censuses was held for 1970. Complemented by the quarterly sales inquiries, the annual censuses serve the same purpose as the old quinquennials but serve it better, for the information is far more up to date. They ask the same questions as the quinquennials, except that, in the case of sales (which are dealt with in product detail by the quarterlies) and purchases (detailed information on which is now obtained in special inquiries), only total figures are required. The questionnaires are sent to the same businesses as those included in the quar-

The Business Statistics Office, Newport, Gwent.

Sectors of industry into which the BSO conducts statistical inquiries and the branches which conduct them

For further information contact BSO's inquiry point on Newport 56111, ext. 2973

Branch 1 Short-term Production Statistics

Quarterly manufacturers' sales of individual products in some 160 industries:

- Mining and quarrying
- Food, drink and tobacco
- Coal and petroleum
- Chemicals and allied industries
- Metal manufacture
- Mechanical engineering
- Instrument engineering
- Electrical engineering
- Shipbuilding, marine engineering
- Vehicles
- Metal goods not elsewhere specified
- Textiles
- Leather, leather goods, etc.
- Clothing and footwear
- Bricks, pottery, etc.
- Timber, furniture, etc.
- Paper, printing, publishing
- Other manufacturing industries
- Gas, electricity, water

Branch 2 Annual and Special Production Inquiries

Annual census of production

Annual inquiry into the structure of some 160 manufacturing industries.
Data collected on:
- Employment
- Wages and salaries
- Total purchases
- Total sales and work done
- Gross output
- Net output
- Capital expenditure
- Total stocks and work in progress at end of year

Purchases and general statistics

- R and D survey
- Purchases by the manufacturing industries

Construction statistics

- Annual construction inquiry
- Stand-by generation
- Private electricity generation
- Fuel stocks and purchases
- Minerals statistics
- Building materials and production

Branch 3 Distribution Statistics

Census of distribution; Future annual retail inquiries

Annual inquiries

- Wholesale trade
- Motor trades
- Catering trades
- Retail trades
- Property (capital expenditure)
- Films
- Entertainment
- Taxis and private hire
- Road haulage

Short-term inquiries

- Motor trades
- Catering trades
- Retail sales
- Hire purchase

Branch 4 Registers

Analysis of manufacturing units by employment size

Directory of Businesses

Monitoring top 200 companies

Special analyses

terly inquiries, and the results are published in reports relating to each of the 160 or so industries covered.

The construction industry poses special problems because of its large number of very small firms and the high changeover on the register, but it too has been included in the annual census as from 1974.

Less-frequent inquiries

The quarterly and annual surveys are supplemented by less-frequent inquiries, conducted to obtain data on such aspects as purchases of materials, expenditure on scientific research, etc.

An inquiry into purchases by firms in the production field in 1974 is being held this year. Data on purchases represent an important economic tool. For example, the Government needs the information to update the basis of the index numbers of wholesale prices of materials which it publishes each month in *Trade and Industry*, and which are often invoked by firms in price-adjustment clauses in long-term contracts and also widely used in analysis of price trends. The information will be used, too, in compiling input/output tables showing the relationships of the different sectors of industry in 1974. Again, changes in the pattern of consumption of particular groups of commodities provide a guide to future trends. For instance, information on purchases of fuel can be employed to assess future energy demands and the fuel resources needed to meet them.

Distributive and service trades

The last full-scale census of distribution was taken for the year 1971. The immensity of the task is worth emphasising. The census was the first full one for 10 years, and the register had to be built up from a list of addresses of relevant premises compiled by the enumerators of the census of population of that year. The sectors covered included the retail trades, check trading, hairdressing, laundering and dry cleaning, pawnbroking, shoe repairing, towel and other linen hire, and the installation, maintenance and repair of consumer goods. In all, about 560,000 businesses received questionnaires.

Firms were asked to give information on their business activity, total turnover, total purchases, employment, kinds of goods sold, and (if total turnover was more than £10,000) wages and salaries, stocks of goods held, capital expenditure, sales on higher purchases, book debts, turnover by goods sold and services provided, transport costs and selling space. Once received, the millions of items of data on the returns had then to be processed, analysed and published by the BSO. The implications for timeliness are obvious.

When the Commons debated the section in the 1973 Finance Act permitting the BSO to use VAT trade-classification data for compilation of the Central Register of Businesses, the arguments advanced in support of the proposal included the points that the availability of information on turnover and business activity from VAT records would enable the BSO to

The BSO and business statistics

continued

exempt many small firms from the inquiries, and that an up-to-date list of businesses with figures of turnover would enable the Office to improve and extend the sampling systems it uses in its inquiries. One instance cited was that, if the VAT information had been available to the BSO before the 1971 census of distribution, about 100,000 small retailers could have been exempted from the census. Other advantages apart, therefore, the VAT register will have the attraction in the distribution field of enabling the old massive and infrequent censuses to be replaced by a system of sample censuses which will not only produce the same type of information more quickly and accurately, but also lighten the burden of form-filling on businesses.

As has already been mentioned, the BSO has lost no time in putting these advantages to use. The wholesale inquiry originally scheduled for 1973 was postponed to enable it to be taken as a VAT-based sample survey, and the first of the VAT-based annual sample inquiries – a retail inquiry – will be taken for 1976. Some annual inquiries into capital expenditure and stocks in the distributive and service trades – those covering transport and entertainment, for example – are also being taken from VAT registers. Other annual inquiries, and the monthly and quarterly inquiries into turnover in various sectors of the retail, catering and motor trades, are being continued for the time being on the basis of their individual registers, but eventually they too will be incorporated into the integrated VAT-based system.

Publication of the statistics

The BSO publishes its statistics in the form of Business Monitors. An indication of what the Business Monitors offer the businessman is given in the box published on the opposite page. A leaflet listing the Monitors available, and telling where and how they can be ordered, can be obtained, free, from the Library, Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG (tel. 0633-56111, ext. 2973).

Business statistics – old and new

The BSO's role and work will be better understood if something is said about the combination of events which interacted to produce what Sir Claus Moser, head of the Government Statistical Service, has described as a 'new era' in statistics, and which in effect led to the Office's formation.

First there was the dramatic increase in the demand for statistics which accompanied the greater emphasis placed in the post-war period on detailed planning, quantitatively-based decision making, cost-benefit techniques and programmed budgeting. Then there was the advent of the computer, which revolutionised the approach to collecting, processing, storing and retrieving data in mass, and offered a way of coping with the growing appetite for up-to-date statistics. Finally there was the readiness on the part of Government to extend its inquiries to include statistics of interest mainly to industry and commerce, always provided that this did not diminish the effectiveness of the principal activity – the collection of statistics for official use.

With industry's changed posture to business statistics, and Government's recognition of this change, a new situation arose. How new can be seen by a glance at the history of production statistics.

Censuses pose mammoth problems even today; so the difficulties they presented before the advent of all the mechanical and electronic aids now available for collecting and processing information can be imagined. Up to the formation of the BSO, censuses of production were held at fairly long intervals – roughly every five years. They asked three groups of questions: about total purchases, total sales, stocks, capital expenditure, employment and wages; about sales of individual products; and about purchases of individual commodities. Among other things, the figures collected provided the Government with the information on the structure of industry required for an overall view of the country's economy.

However, the censuses imposed a considerable form-filling burden on industry; and the complexity of the questionnaires, and the large numbers involved, delayed the production of the results. Taken with the infrequency of the censuses, this meant that the latest available results were often out of date and so of limited value. In any case, as Professor Richard Stone pointed out in his evidence to the House of Commons Estimates Committee inquiring into the Government Statistical Service in 1966, statistics are now playing a more important part in policy-making than they did formerly: 'It is probably true to say that a generation ago official statistics were regarded, both by their

compilers and by their users, more as a repository of useful knowledge than as an instrument specifically designed to serve economic and social policy. The academic economists of the time were not, on the whole, very quantitatively minded. If economic policies did not work very well, few people would have laid the blame at the door of official statistics.'

The country's first census of production ever – in 1907 – was held under the powers of the Census of Production Act 1906, mainly in connection with questions of Government tariff policy. Subsequent censuses were held for the years 1912 (though the results were never published because of the war), 1924, 1930 and 1935. The first post-war census was taken in 1946. In the following year Parliament passed the Statistics of Trade Act, under which the Board of Trade (and now the Department of Industry) was required to take a census of production annually and was authorised to take a census of distribution when appropriate. However, the annual census of production stipulated by the Act was introduced only on a restricted scale, in between the full-scale censuses which continued to be held at roughly five-year intervals up to 1968. In 1970, the first of the new series of annual censuses was launched which replaced the quinquennial censuses of production in the BSO's new system of statistics.

During and after the war, industry's demand for statistics began to make itself felt, and official statistics began to be looked at by businessmen from the point of view of market research and production planning at company level. By 1966 recognition of the usefulness of statistics had increased to the point where (in evidence to the Commons Estimates Committee) a representative of Courtaulds Ltd., could regard the eight man-years which his company took to complete its statistical returns as 'a not unreasonable burden'.

The statistics the businessman requires are those which will allow him to plan for the not-

Business Monitors – what they offer the businessman

Business Monitors are the medium through which the Government publishes the statistics collected by the Business Statistics Office on the manufacturing, mining, distributive and service industries, and various 'miscellaneous' business statistics collected by other Government bodies. They are in three main series:

Production Monitors

Quarterly Production Monitors give comprehensive, up-to-date, detailed sales figures for over 4,000 individual products manufactured by around 30,000 firms in some 160 industries. Where available, other relevant information – eg, on imports and exports, employment, wholesale and retail prices – is also included.

Sales are normally given in value terms, but, as appropriate, quantity detail is also shown. Hence you can use the series to monitor quarterly movements in manufacturers' sales of virtually every important commodity produced in the UK, and in many cases to trace unit-value movements as well. If a very early indication of general trends is needed, a quarterly summary Monitor (PQ 1002) is available which provides estimates of the total sales of about 150 manufacturing industries within 13 weeks of the quarter to which they relate.

Monthly Production Monitors are more limited in coverage. The information is obtained from a few selected industries or groups of industries, which provide summary figures – eg, on total sales, production, orders on hand, consumption, stocks – for use by the Government as a monthly measure of movements in the economy. The monthly Monitors provide you with prompt indicators of activity in these industries.

Annual Census of Production Monitors (there are about 160 in all) contain information describing the structure of manufacturing industry. They cover virtually every sector of the industry, and include data on total purchases, total sales, stocks, work in progress, capital expenditure, employment, and wages and salaries. They include analyses of cost and output; of establishments by size; of full- and part-time employees by sex; and of employment, net capital expenditure and net output by region.

You can use the information, particularly that from the size-analysis table, to establish such ratios as gross output per head, net output per head, salaries and wages per head, net to gross output, and wages and salaries to net output. With these as a base, you can compare your own business's performance with the average for similar-size firms and with that for your particular industry as a whole. For example, you can discover your share of the market, and compare employment figures, increases in sales and so on.

Service and Distributive Monitors

There are two groups of Service and Distributive Monitors. One group provides monthly index numbers (and percentage changes on a year earlier) of the average weekly total sales of retail and catering organisations, and gives (for selected kinds of business) index numbers of weekly hire-purchase sales and details of instalment debts outstanding, new credit extended, repayments and increase in debt. The other group reports the results of the 1971 census of distribution, and of the 1972 inquiry into the motor trades.

The census of distribution Monitors are a unique source of detailed information on business activity in the retail distribution field and in such related service trades as hairdressing, footwear repair, laundries, etc. Some 440,000 businesses contributed information, and there are data on types and numbers of business, persons engaged, turnover, purchases, floor space, stocks, credit sales, book debts and capital expenditure. There are also area analyses. The motor trades Monitor covers types and numbers of business, turnover, capital expenditure, stocks and purchases.

Whatever your sector, you should find the facts useful. If you are a retailer, they provide operating ratios against which to judge your performance. If you are a manufacturer (or a wholesaler or a researcher) use them to get a picture of the market and its opportunities and of how the pattern of trade varies from area to area throughout Great Britain.

Miscellaneous Monitors

These Monitors cover subjects falling outside the scope of the other series. There is a monthly Monitor on new vehicle registrations; there are quarterly Monitors on overseas travel and tourism, acquisitions and mergers of companies, and investment in insurance companies and investment funds; and there are annual Monitors on cinemas, company finance, overseas transactions, and nationality of vessels in sea-borne trade. Another Monitor surveys the aerospace industry, and another lists UK imports and exports classified to industries.

Further information

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too-distant future, from the point of view of capital expenditure, total output and the commodities to be produced. For the greater part of his planning he needs to be able to monitor current trends. For this purpose the quinquennial censuses were far from ideal. In the same context, the approach reflected by the collection, during the post-war period, of certain 'short-term' production statistics at much more frequent intervals than hitherto was a big step in the right direction.

It was not until after the war (in 1951, covering the year 1950) that the first Government census was held into the other sector of the economy covered by the term business statistics – the distributive and service sector. This census took in all the retail and wholesale trades, and certain service trades, such as hairdressing, garages and boot and shoe repairing. There have been four others since: for 1957 (sample census), 1961 (full census), 1966 (sample census) and 1971 (full census). Like those in the production field, the censuses and other large-scale inquiries in the distribution sector shed light on the structure of the trades covered and also serve as benchmarks for Government short-term statistics. The indices of retail sales, retail and wholesale stocks and turnover in the service trades are, for example, derived by relating regularly collected short-term data to the previous large-scale inquiry. The value of the inquiries to industry, however, has been greatly reduced by the long interval between censuses and by the time it takes to get the results out.

Estimates Committee's Report

By the 1950s, Government business statistics had evolved into two broad classes – comprehensive 'structural' statistics derived from the censuses of production and distribution; and less wide-ranging short-term statistics intended to reveal current trends. The short-term statistics were based on figures obtained in monthly or quarterly inquiries covering such aspects as production of manufactured commodities, stocks held, employment, capital expenditure and retail sales. From the standpoint of the businessman, the production figures offered great attractions, for they represent one of the basic ingredients of market research and planning. The drawback was their very patchy coverage. For some industries, fairly detailed short-term figures were collected; for others, the only information available was in the quinquennial censuses.

This system of statistics provoked little criticism for a considerable time after the last war except perhaps on the point of what the statistician calls 'timeliness'. (As concise a definition of timeliness as any was supplied by Harold Macmillan, when, as Chancellor of the Exchequer in 1956, he commented in the House to the effect that 'some of our statistics are too late to be as useful as they ought to be. We are always, as it were, looking up a train in last year's Bradshaw.') By the mid-1960s, however, the various sectors of the economy requiring business statistics were beginning to make their views known, and the criticism when it came was comprehensive and voluminous. It is epitomised in the Fourth Report of the Estimates Committee of the House of Commons 1966-67, which covered the Committee's detailed two-year-long inquiry into the Government's statistical services. The Committee recommended that there should be more effective consultation between interested parties, that industry should be made more aware of the value of official statistics, that the existing system of statistics should be rationalised, that central control should be improved and that processing of the data collected should be speeded up.

The evidence presented to the Committee reflected a multitude of viewpoints, but underlying all was the fact that the existing system, which had been adequate for the 1950s, had failed to provide the information demanded by the more quantitative approach to economic policy implicit in the setting up of the National Economic Development Council in 1962 and in the National Plan of 1965.

The new organisation

Government statistical services in the United Kingdom have developed on a decentralised basis, with each important Whitehall department having its own statistics divisions to collect, process and analyse data relating to its own departmental responsibilities. Most other countries rely on a single central office for the production and dissemination of their official statistics. Centralisation is probably the best way of achieving an efficient production process and timely and accurate statistics. But de-centralisation also has advantages. Working within their own Government departments, statisticians are in direct contact with Ministers and senior policy officials, and hence better placed to participate in policy making, and to assess the need for particular statistics, than they would be remote from their departments. Broadly, then, centralisation facilitates efficiency in producing statistics, and de-centralisation in utilising them in Government.

The Estimates Committee's Report had called for the introduction of a much greater degree of central management in the Government Statistical Service, and this task fell to the Central Statistical Office. The reorganisation proposed by the CSO was aimed at combining the advantages of the centralised and de-centralised systems: retaining the policy role of departmental statisticians, while reinforcing central management and centralising the production of the statistics. In essence, it involved the formation at the CSO of various units designed to implement the central management function, and the setting up of two major data-collecting agencies – the Office of Population Census and Surveys and the Business Statistics Office.

Parliament

Monday, 4 August

Consumer Protection Act

Sir John Eden (Bournemouth West) asked if the Secretary of State for Prices and Consumer Protection, before preparing legislation to strengthen the Consumer Protection Act to guard more positively against unsafe goods likely to lead to accidents, would have full consultation with the manufacturers of the goods concerned in such legislation.

Mr. Williams replied: 'Before reaching any conclusions about the way in which the Consumer Protection Act 1961 should be strengthened, I propose to issue a consultative document so that all those interested, including manufacturers, have an adequate opportunity to make their views known.'

Kirkby Manufacturing and Engineering Ltd.

Mr. John Stanley (Tonbridge and Malling) asked: 'Whether it is still the case that the grant to Kirkby Manufacturing and Engineering Ltd. of £3.9 million announced on 2 November 1974 is aid that is strictly once and for all?'

'Yes,' said Mr. MacKenzie.

Mr. Stanley also asked whether the Condition Precedent that the constitution of the Co-operative should be settled before any payment of grant to Kirkby Manufacturing and Engineering Ltd. was met in accordance with the Department of Industry's letter of 3 December 1974 to J. Spriggs, Esq. and D. Jenkins, Esq.

Mr. MacKenzie answered: 'It was a condition in the Department's letter of 3 December that KME should be a properly constituted limited company and that the Constitution of the co-operative should be settled before payment of grant to the company commenced. KME was incorporated as a company with limited liability under the Companies Acts on 6 December 1974. The Department has also seen and commented on a draft of the Constitution before any payment was made and it was decided in the circumstances to waive this condition.'

Mr. Stanley asked if other directors in addition addition to Mr. J. Spriggs and Mr. R. Jenkins have been appointed to the board of KME.

Mr. MacKenzie said: 'No Sir. I understand that it is the intention of KME to appoint other directors shortly.'

In answer to another Question, Mr. MacKenzie said that he was satisfied that KME is not in jeopardy.

Mr. Stanley also wanted to know the present issued share capital of Kirkby Manufacturing and Engineering Ltd., and the shareholders and their respective shareholdings.

'The authorised share capital is 5000 shares of £1 each of which two have been issued, one each to Mr. J. Spriggs and Mr. R. Jenkins,' said Mr. MacKenzie. 'I understand that other workers will be acquiring shares shortly.'

Mr. Stanley then asked whether the constitution of the co-operative at KME has been finalised.

Mr. MacKenzie said: 'KME have settled their constitution and only a few technical points remain to be finalised. I expect that KME will make their constitution public and in that event I will gladly place a copy in the Library.'

Ministers at the Department of Industry

Secretary of State for Industry: Eric Varley
Ministers of State: Lord Beswick
Gregor MacKenzie
Parliamentary Under-Secretary of State: Gerald Kaufman

Ministers at the Department of Trade

Secretary of State for Trade: Peter Shore
Parliamentary Under-Secretaries of State: Eric Deakins
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection: Shirley Williams
Minister of State: Alan Williams
Parliamentary Under-Secretary of State: Robert Maclennan

Nation Life

Lord James Douglas-Hamilton (Edinburgh West) asked for a detailed breakdown of the figures of the £500,000 legal costs, of the £700,000 liquidator and special manager remuneration and of the £282,500 Department of Trade audit fee, in connection with the liquidation of Nation Life.

Mr. Clinton Davis replied, 'I am informed that the figures quoted are very approximate estimates put forward by the liquidator during the recent Court hearing and that it is not possible to give a detailed breakdown. I do understand however that the figures of £500,000 for legal costs includes reserves for the costs of over 20 parties to the recent proceedings, reserves for possible proceedings connected with the realisation of remaining assets and provisions for possible appeals. The figure of £700,000 again is a very approximate estimate of an amount likely to be due to the liquidator in his capacity as such and also for the services as special manager; the figure of £282,500 is his estimate, on the basis of the fees regulations, of an amount due to the Department when certain of the fees became chargeable.'

Commodity stabilisation schemes

Mr. Tim Renton (Mid-Sussex) asked if the Secretary of State for Trade is satisfied with the current dialogue between producing and consuming countries in working out commodity stabilisation schemes.

'Some progress has been made,' said Mr. Deakins. 'We have now worked out with our Community partners a common approach on this question which will form the basis of our participation in forthcoming meetings in wider international form such as the OECD and United Nations. There is also a possibility that the producer/consumer dialogue will be resumed.'

Copyright

Sir Stephen McAdden (Southend East) referred to the statement in Command Paper No. 6151 that that Government recognises that if pay is restrained, prices must also be restrained and asked if the Secretary of State for Prices and Consumer Protection would advise those exercising rights over copyright music that the restraint on prices includes fees charged for the public use of copyright music.

Mr. Maclennan replied: 'Fees charged by bodies licensing the public performance of copyright music are not subject to the Price Code but can be challenged under the Copyright Act 1956 through an application to the Performing Right Tribunal which can revise any tariff of such a body which it considers unreasonable.'

Trade marks fees

Mr. George Gardiner (Reigate) asked about any proposed increase in Patent Office fees for trade marks within the next 12 months; and whether any such increase would be kept within a limit of 10 per cent.

'An increase in trade mark fees in excess of 10 per cent is likely to be necessary within the next 12 months,' said Mr. Clinton Davis. 'Before fee increases are finally settled they will be published in draft so that interested parties may make representations.'

Parliament continued

Textile import surveillance

Mr. Nicholas Winterton (Macclesfield) asked about the results so far produced by the surveillance licensing introduced on most yarns and fabrics of all main fibres imported from non-EEC sources.

Mr. Deakins said: 'In general, the results obtained to date from the system of textile import surveillance do not indicate any major changes from the trend of imports established in the first five months of this year which in most sectors are below last year's level. However detailed analysis of the results has indicated certain areas of potential cause for concern and these are being taken into account during the negotiations between the EEC Commission and textile supplying countries for restraint agreements under the GATT Multifibre Arrangement.'

Committee for Industrial Technologies

Mr. Frederick Willey (Sunderland North) asked what funds are at present available to the Committee for Industrial Technologies; and whether, in view of the importance of its work proposals, the amount of money available would be increased.

Mr. Kaufman answered: '£200,000 is at present available. The amount is regularly reviewed but the expenditure on any particular service has to be balanced against other deserving claims within the resources available.'

Industrial research associations

Mr. Donald Stewart (Western Isles) asked what was the amount paid in 1974 in Government grants to industrial research associations in Scotland and England, respectively.

Mr. MacKenzie replied: 'In 1974 grants totalling £2,100,000 were paid to 28 Industrial Research Associations. Twenty seven are based in England, although two have laboratories in Scotland, and one in Northern Ireland. Support by means of grants is being discontinued in favour of the letting of contracts for specific work: this change began in 1974 and is expected to be completed in 1975'.

Trade with Poland, Czechoslovakia and Romania

Mr. Peter Fry (Wellingborough) asked for figures showing the trade balance with Poland, Czechoslovakia and Romania for each of the last five years, and for as many months of this year for which figures are available.

Mr. Deakins gave the following table. He pointed out that the figures show some improvement in the first half of 1975 in the crude balances with Poland and Romania while the balance with Czechslovakia has not changed much from its 1974 level.

Note

Figures on a balance of payments basis are not available for trade with individual countries. Crude balances are obtained by subtracting imports cif from exports fob. These are not a good measure of the balance of trade in goods because, inter alia, of differences in valuation.

Investment intentions

Mr. John Lee (Birmingham, Handsworth) asked if the arrangements for monitoring the investment programmes of firms and companies employing less than 500 persons are satisfactory.

Mr. MacKenzie answered: 'The investment intentions surveys and the quarterly inquiries on actual expenditure, carried out by my Department, do not provide for an analysis by firms according to size. Appropriate monitoring arrangements are made with all firms including firms employing less than 500 who are in receipt of selective financial assistance from the Government.'

Manufacturing industry

Mr. Peter Blaker (Blackpool South) asked what percentage of professional engineers was employed in manufacturing industry in 1963; and what was the comparable percentage in the most recent available year.

'No estimate is available for 1963,' said Mr. Kaufman. 'Surveys of the members of the engineering institutions have shown that in 1966 43.4 per cent of employed professional engineers were in manufacturing industry; the comparable figure for 1973 was 38.1 per cent. These estimates are given in the 1973 Survey of Professional Engineers, published by the Council of Engineering Institutions.'

Mr. Blaker also asked what was the percentage change in labour productivity, per head, in manufacturing industry between 1963 and the latest available complete year; and what was the percentage change in the annual value of investment, per head, in manufacturing industry, at constant prices, over the same period.

Mr. Kaufman said: 'Between 1963 and 1974 output per head and investment per head in manufacturing industry rose by 47 per cent and 64 per cent respectively. These relative rates of growth must be treated with some caution, as 1963 was a trough year and 1974 a peak year for investment.'

Survey fees for fishing vessels

Mr. A. J. Beith (Berwick upon Tweed) asked what assessment has been made of the effects on the fishing industry of the increased survey fees for fishing vessels.

Mr. Clinton Davis answered: 'Survey Fees under the Fishing Vessels (Safety Provisions) Rules 1975 have been calculated on the usual basis that they will recover from the owners of the vessels concerned the full cost to Government of providing the service. This cost has been calculated on the basis of estimated surveyor hours, including travelling and office time, and overheads, and will be kept up to date. The new Rules come into operation for different categories of existing vessels over a period of six years. Of a total of over 2,300 such vessels less than 10 per cent will become subject to statutory survey before 1 April 1977. These are all vessels of 15 m. in length and upwards, the keels of which were laid before 1 January 1947. It is estimated that at the present rate of charge revenue from fishing vessel surveys will be approximately as follows:

Year ending 31 March 1976	£60,000
1976-77	£70,000
1977-78	£160,000
1978-79	£180,000
1979-80	£180,000
1980-81	£550,000

Sound insulation grants

Lord James Douglas-Hamilton (Edinburgh West) asked which airports in Great Britain have sound insulation grants schemes; and whether the same noise criterion applies to the definition of the area within which the grant has been made available to each case involving those airports.

Mr. Clinton Davis answered: 'There are noise insulation grant schemes at Heathrow, Gatwick and Manchester, and, until recently, at Luton. Noise and Number Index contour lines are used as the basis for defining the areas covered by all these schemes, but boundaries vary according to local circumstances and to take account of geographical features and administrative arrangements.'

Lord James Douglas-Hamilton also asked what financial assistance, if any, the Government has agreed to give to BAA for the purpose of establishing sound insulation grants schemes at Edinburgh Airport.

'None', said Mr. Clinton Davis. 'The BAA already finance in full the schemes set up on a statutory basis at Heathrow and Gatwick and will do the same for the schemes set up on a voluntary basis at their four Scottish airports, of which Edinburgh is one.'

Tuesday, 5 August

References to the Price Commission

Mr. John Ovenden (Gravesend) asked the Secretary of State for Prices and Consumer Protection what progress has been made under the proposals for references to the Price Commission which she announced on 17 April.

Mrs. Williams' reply is published on page 374.

Employment Protection Bill

Mr. Michael Neubert (Havering, Romford) asked whether the Secretary of State for Trade proposes action to make employees of a company which goes into liquidation preferential creditors to the extent of (a) any amount properly incurred as expenses in the six months preceding liquidation, and (b) £2,000 in respect of wages or salary.

Mr. Shore answered: 'Under the Employment Protection Bill, now in Report Stage, employees of a company which goes into liquidation will receive prompt payments of their claims from the Redundancy Fund.

The question of whether employees' claims for repayment of expenses should be accorded preferential treatment in a liquidation will be considered when the Department undertakes its major review of insolvency legisla-

CRUDE TRADE BALANCES
(ie exports fob minus imports cif)

£ million

	1970	1971	1972	1973	1974	Jan.-June 1975
Poland	−1.9	+4.7	+4.9	+16.4	+28.3	+30.1
Czechoslovakia	−3.2	−5.7	−8.5	−11.8	−10.6	−5.2
Romania	+5.9	+10.0	+13.5	+2.4	−0.8	+9.9

tion. The Government has at present under consideration proposals for legislation which includes increases in all monetary limits in existing insolvency legislation including those concerning preferential claims.'

Import substitution

Mr. Geoff Edge (Aldridge-Brownhills) asked in which industries the Secretary of State for Trade regards efforts at import substitution to be of great importance.

Mr. Deakins answered: 'I would ask all industries using imported goods to bear in mind the effect of foreign purchases on our balance of payments and our employment and consider very carefully whether suitable British goods cannot be used. The major contribution to improving the balance of payments, however, must come from increased competitiveness both at home and abroad.'

Purchases of British cars

Mr. Les Huckfield (Nuneaton) asked if the Secretary of State for Trade would institute detailed market research into why only one in three British private motorists is currently buying British-manufactured cars.

Mr. Deakins answered: 'It is a prime responsibility of the motor industry in this country to ensure that it is fully aware of factors influencing customer choice for cars and that these factors are properly reflected in its products. Employees, management and the government must now work together to improve still further the industry's competitiveness at home and abroad.'

Mr. Huckfield (Nuneaton) also asked what German and French import restrictions, quotas or controls and homologation and other regulations exist for British car exports to those countries; and how these compare with German and French car exports to this country.

'There are no import restrictions, quotas or controls imposed by France or Germany on imports of UK manufactured cars,' said Mr. Deakins. 'French and German imports of cars into the UK are not subject to any import restrictions, quotas or controls. All three countries have homologation and other regulations relating principally to safety and environmental standards, with which car imports must comply.'

Assistance to machine tools and ferrous foundry industries

Mr. John Evans (Newton) asked the Secretary of State for Industry, what further industry schemes he proposes under Section 8 of the Industry Act 1972, following the announcement by the Chancellor of the Exchequer in his Budget statement.

Mr. Varley said: 'In my statement to the House on 23 July, I announced a £20 million scheme under Section 8 of the Industry Act 1972 to assist the clothing industry.

'In addition, I propose to make £25 million available under a scheme to assist the ferrous foundry industry, and a further £20 million for a scheme to assist the machine tool industry. Both these industries occupy key positions in the economy. Helping them to modernise and improve their productivity will have a beneficial effect on the support and service they provide to a wide range of manufacturing industries. The schemes are tailored to the individual circumstances of the industries concerned, and have been drawn up with the advice and help of representatives of the industries and of NEDO.

'The ferrous foundries scheme will provide grants of 25 per cent towards approved expenditure on new plant and equipment, and grants of 15 per cent towards approved expenditure on new buildings and extensions. Concessionary loans will also be available for parts of an identifiable project not covered by these grant aid provisions.

'The machine tool scheme will make available assistance in the form of concessionary loans towards the development of new machine tools to meet the demands of the market. There will also be grants of 20 per cent, in lieu of the interest rate subsidy on concessionary loans, towards approved expenditure on new plant and equipment, and of 15 per cent towards approved expenditure on new building and extensions. Concessionary loans will also be available for parts of an identifiable project not covered by the other provisions of the scheme. I am also looking into the possibility of providing further assistance to help the industry through the bottom of the present downturn in orders.

'Both schemes will be operated on a selective basis. Assistance will be provided only for projects approved in advance by my Department. In assessing applications for assistance the Department will put great stress on the commercial viability of the projects proposed, and the way they are integrated into an overall plan to improve the productivity of the applicant company.

'Both schemes will operate as from today. Press Notices are also being issued giving further details of the schemes. (*See also* Trade and Industry *8 August page 314 and amendments page 371 of this issue.*)

Wednesday, 6 August

Planning Agreements

Mr. George Rodgers (Chorley) asked the Secretary of State for Industry: 'What is the latest position on the Government's undertaking in the White Paper on the Regeneration of British Industry to discuss with both sides of industry the best means of implementing the new Planning Agreements system?'

Mr. Varley said: 'I will be publishing a discussion document on the contents of a planning agreement on Thursday 7 August. We are inviting comments on this so that in operating the system we can draw on the knowledge and experience of both sides of industry. Copies will be placed in the libraries of both Houses and are being made available widely to both sides of industry and other interested bodies. The text of the document will also be published in *Trade and Industry*'. (*The Discussion Document was published as a pull-out supplement to* Trade and Industry *of 8 August, pages 337 to 342. See also amendments on page 371 of this issue.*)

Efficiency of British industry

Mr. Geoff Edge (Aldridge-Brownhills) asked the Secretary of State for Industry to specify ways in which he believes the Government's industrial policies will improve the efficiency of British industry.

Mr. MacKenzie answered: 'The Government's industrial policies, as set out in the White Paper "The Regeneration of British Industry", will improve the efficiency of British industry by a constructive extension of the Government's role in industry in terms of investment and public ownership and by building a creative dialogue between Government and industry through the medium of planning agreements. These will help to raise the quality of management and improve decision taking by enabling all those who work in industry to play an active part.'

RB211-524 aero-engine

Mr. Walter Johnson (Derby South) asked for details of the further Government support for the RB211-524 aero-engine.

Mr. Varley's reply is published on page 377.

British Steel Corporation

Mr. James Tinn (Teesside, Redcar) asked the Secretary of State for Industry whether the British Steel Corporation have reported to him on their organisation; and whether he has given his consent to any substantial changes.

Mr. Varley replied: 'I have received a report on the organisation review which the Corporation has carried out over the past 18 months; copies have been laid before Parliament today. I have given my consent to those changes contemplated in the report falling within Section 7(3) of the Iron and Steel Act 1967. The changes include regrouping of the Corporation's main iron and steel making activities in five new divisions based on major steel making centres and acting as cost or performance centres.'

Productivity

Mr. Geoff Edge inquired about the regional variations in the per capita productivity rate of people employed in manufacturing industry in the United Kingdom.

Mr. MacKenzie answered: 'The latest year for which this information can be provided is 1971, the analysis of the 1972 Census of Production being incomplete for a few Census industries.

'It is estimated that in 1971 net output per person employed in manufacturing industry was as follows:

	£
England: North	2,362
Yorkshire and Humberside	2,245
East Midlands	2,217
East Anglia	2,526
South East	2,919
South West	2,485
West Midlands	2,311
North West	2,500
Wales	2,552
Scotland	2,591
Northern Ireland	2,240

These figures should be interpreted with particular caution. Firstly the basic regional estimates of net output cover only (statistically-separate) establishments with more than 80 per cent of their employment in the region, and the percentage of manufacturing employees associated with the regionally allocated output varies inter-regionally between 63 and 92. The regionally allocated output has, for the purpose of providing the above estimates, been grossed-up using these percentages. Secondly even with a completely satisfactory measure of regional output, the regional net output figures would differ because of the differential regional composi-

tion of industry and the associated differences in labour-capital inputs.'

Pre-shipment finance for exports

Mr. James Sillars (South Ayrshire) asked about progress towards the introduction of ECGD as a facility to provide pre-shipment finance for exports.

Mr. Shore answered: 'It will be recalled that the intention is to facilitate the provision, by ECGD guarantees, of pre-shipment finance for the larger type of export projects. Access to the scheme will be available for desirable overseas contracts for capital goods or projects valued at £1 million or more and involving a manufacturing period of at least one year. These contracts will have to be insured with ECGD. The facility will supplement, but will in no way replace, the normal sources of working capital. Each case will need to be negotiated individually between the exporter, his bank and ECGD. The finance made available will not be subsidised but the total cost to the exporter, including ECGD premium, is expected to be only slightly higher than that of normal overdraft finance.

'The exporter will be able to draw down the necessary manufacturing finance from a guaranteed loan in accordance with a predetermined schedule against evidence of the progress of work and contract expenditure; and the loan will be liquidated eventually by his cash receipts on delivery or completion of the project. A number of details have still to be resolved with the banks. However, where export contracts meet the guidelines set out above for the facility, exporters may, if they wish, make enquiries from ECGD as a preliminary to presenting a case in due course.'

Car exports

Mr. Huckfield asked the Secretary of State for Trade for a further and more detailed statement on his policy towards import controls, quotas, homologation and other regulations for other manufacturers' car exports to this country.

Mr. Deakins answered: 'I do not believe that import controls are in general the right way to deal with our industrial problems. Questions of homologation and other United Kingdom regulations affecting both home-produced and imported motor cars are a matter for my Rt. Hon. Friend the Secretary of State for the Environment.'

Mr. Huckfield also asked what American import restrictions, quotas or controls and homologation and other regulations exist for British car exports to that country; and how these compare with American car exports to this country.

'Neither the United Kingdom nor the United States have import restrictions, quotas, or controls relating specifically to the other's car exports', said Mr. Deakins. 'Both countries have homologation and other regulations, relating principally to safety and environmental standards, with which imported cars must comply. The requirement that testing and certification to US vehicle emission standards must take place within the United States is costly to British car exporters and we are pressing the US Government to allow this to take place in the UK. The UK permits testing in the country of origin in approved cases.'

Concorde

Mr. John Biffen (Oswestry) asked the Secretary of State for Industry to list the names of the Members of Parliament visiting Australia as part of the Concorde sales drive; to what extent the expenses of such a trip are being financed out of public funds; and what qualifications secured the selection of the Members.

Mr. MacKenzie answered: 'The current series of Concorde flights into Australia is a part of the programme of endurance flying, designed to demonstrate that the aircraft can be operated safely and reliably in ordinary airline conditions. There is no sales drive as such. Following a revision of the programme, the only Member of this House taking part is my Hon. Friend the Parliamentary Under Secretary of State for Industry. He is taking part in his official capacity and his expenses are therefore being met out of public funds in the ordinary way.'

Import of offshore oil platforms

Mr. James Sillars (South Ayrshire) asked for a statement on the effect on the economy during the coming months of the import of offshore oil platforms.

Mr. Shore answered: 'As my Hon. Friend the Secretary of State for Energy stated, a number of oil production platforms constructed abroad will be installed in the United Kingdom sector of the North Sea this year. The value of these platforms, and related equipment, will be included in the import statistics as they arrive. In the longer term substantial benefits will accrue as North Sea oil becomes available.

'The first platform – *Beryl A* – arrived last month and will be included in the import figures for July, which will be published on 14 August.'

Flixborough explosion

Mr. Ron Thomas (Bristol North West) asked the Secretary of State for Trade, why, when no report was received under the Boiler Explosions Act 1882 in regard to the explosion of a boiler at Flixborough on 1 June 1974, he did not, by notice inserted in the London Gazette *in accordance with subsection 2 of that Act, require that these particulars should be furnished; and why, owing to the default of Nypro (UK) Ltd., to make a report in accordance with Section 5 of the Boiler Explosives Act 1882 in regard to the explosion at Flixborough no proceedings have as yet been taken under subsection 3(3) of this Act.*

Mr. Clinton Davis answered: 'In the opinion of the Department the vessel to which the faulty pipe was connected did not constitute part of a boiler within the meaning of Section 3 of the Boiler Explosion Act 1882, and consequently the provisions of Section 5 did not apply.'

Thursday, 7 August

Price of sugar

Mr. Arthur Lewis (Newham North-West) said that a large manufacturer and distributor of foodstuffs had announced reductions in the prices of their commodities due to the lower price of sugar; and asked if the Secretary of State for Prices and Consumer Protection would take action to ensure that any manufacturers of items of food containing sugar should reduce the prices of their commodities.

Mr. MacLennan answered: 'I am aware that the commercial price of sugar is falling and I was pleased to see that a large food manufacturer has already announced price cuts in products for which sugar is a major ingredient. A reduction in the retail price of sugar was made on 4 August and a further reduction is expected in October.

'The Price Code already requires that a net reduction in costs should be reflected in a price reduction to the consumer. But My Hon. Friend will understand that where other manufacturing costs are rising these can offset the benefit gained from a fall in the price of raw materials.'

Citizens Advice Bureaux

Mr. Michael Ward (Peterborough) referred to the increasing need for consumer advice and information and the decision announced in 'The Attack on Inflation', Command Paper No. 6151 to give a special Exchequer grant for local authority consumer advice centres, and asked if further steps would be taken to assist Citizens' Advice Bureaux.

Mr. Williams replied: 'In view of the increasing demands on the Citizen's Advice Bureaux and their importance in helping people with a wide range of consumer and other problems, I am discussing with the National Association of Citizens' Advice Bureaux an extension, this financial year and next, of the grant my Department already makes for the development of the Citizens' Advice Bureaux network.'

Petrol sales

Questions were asked by Mr. Michael Neubert (Havering, Romford) on the current percentage of petrol sales made by filling stations owned by petrol companies; how this relates to the recorded views of the Monopolies Commission on the subject; and what conclusions have been reached by the Secretary of State for Prices and Consumer Protection in her review of the present price-cutting campaigns.

Mr. Williams replied: 'I understand that the Director General of Fair Trading has obtained information about sales of petrol through retail outlets, including company-owned filling stations, in the course of his review of the undertakings given by the oil companies following the Monopolies Commission's report on the supply of petrol to retailers, and that he intends to publish this information in due course.

'The Price Commission have been looking into petrol retailers' margins. Their interim report contained an addendum about price-cutting, but it would not be right for me to anticipate the conclusions of their final report.'

Bankruptcies

Mr. Jonathan Aitken (Thanet East) asked how many companies have been declared bankrupt in the last 12 months for which figures are available; and how this compares with the previous 12 months.

Mr. Clinton Davis replied that company insolvencies can be divided into compulsory and creditors' voluntary liquidations, and certain provisions differ in Scotland from those in England and Wales; it would be misleading to add all these figures together. Statistics of liquidations are contained in the report 'Companies in 1974' and previous annual reports. Mr. Clinton Davis gave the figures for compulsory and creditors' voluntary liquidations of companies most readily available as follows:

	Compulsory Liquidations	Voluntary Liquidations	Total
ENGLAND AND WALES			
1973	1,080	1,495	2,575
1974	1,395	2,325	3,720
Period to 30 June 1975 (Provisional)	1,141	1,426	2,567
SCOTLAND			
1973	25	73	98
1974	42	113	155
Period to 30 June 1975 (Provisional)	26	85	111

Mr. Geraint Howells (Cardigan) asked how many farmers have been the subject of receiving orders in Scotland, England and Wales, respectively, for each of the last 10 years; and for similar information for the first quarter of 1975.

Mr. Clinton Davis gave the following figures of Receiving Orders and Orders of Administration (under Section 130 of the Bankruptcy Act 1914) made in England and Wales, and of Sequestration Orders made in Scotland, against farmers:

	England and Wales	Scotland
1965	187	7
1966	204	9
1967	205	10
1968	156	8
1969	197	10
1970	200	5
1971	172	3
1972	102	6
1973	69	5
1974	87	5
First quarter of 1975 (provisional)	30	nil
	1,609	68

'Statistics and other information relating to bankruptcies generally in England and Wales, including a full classification by trades, are contained in the Bankruptcy General Annual Reports for 1974 and previous years, copies of which are in the Library. An article covering insolvencies in England and Wales up to the end of the second quarter of 1975 appears in *Trade and Industry* for 1 August 1975', said Mr. Clinton Davies.

Second mortgages

Mr. Terry Walker (Kingswood) asked if the Secretary of State for Prices and Consumer Protection proposes any action about finance companies offering second mortgages at high interest rates.

'The Consumer Credit Act, when fully effective, should provide appropriate protection,' replied Mr. Williams. 'Among other provisions it will require full disclosure of all charges and this will enable consumers to see what range of rates and charges are available from different sources. It will also enable the courts to reopen agreements with extortionate rates. In coming to licensing decisions the Director General of Fair Trading can take into account as appropriate the trading records of applicants.'

Insurance brokers

Mr. Welsh asked what plans the Government have either to institute a licensing scheme for insurance brokers or to open consultations with the industry in order to instigate such a scheme.

Mr. Clinton Davis answered: 'At my request, the four principal brokers' organisations are considering what criteria might be applied in any regulation of insurance brokers and will be submitting specific proposals. When these have been received I intend to consult the insurance industry and others likely to be affected, including consumer interests. Until I have completed these consultations it would be premature for me to decide the form which regulation should take, for example whether it should be through self-regulation by the insurance brokers under arrangements acceptable to the Government or by way of an official licensing scheme.'

Fidelity Life Assurance

The Secretary of State for Trade was asked by Mr. Peter Hordern (Horsham and Crawley) and John Watkinson (West Gloucestershire) for a statement about Fidelity Life Assurance Ltd.

Mr Shore answered: 'At the end of 1974 my Department was not satisfied that the value of Fidelity Life's assets exceeded its liabilities and on 14 January 1975 Fidelity Life undertook not to issue new policies. On 3 April 1975 Fidelity Corporation purported to negate their guarantee to indemnify Fidelity Life in respect of any insufficiencies of assets to meet obligations to policyholders. I understand that this was because of the Bank of England's refusal to make good Fidelity Life's investment of £1 million with London and County Securities in which the Bank now have a 50 per cent shareholding. The Bank of England take the view that Fidelity Life's investment with that company cannot be regarded as a deposit made in the oridinary course of banking business, because of its size and the fact that it was made for a fixed term of five years.

'By July 1975 my Department had concluded that there was no reasonable prospect of Fidelity Life being able to meet its liabilities to its policyholders and other creditors. On 11 July 1975 my Department informed Fidelity Life that, unless its assets were increased by at least £750,000 without any corresponding increase in its liabilities, I would present a petition for the company to be wound up. That increase in assets was not forthcoming.

'I therefore presented a petition to the High Court on 28 July in order to ensure that the company's assets were not dissipated on a first come, first served, basis.

'The petition has been put down for hearing on 6 October. In the meantime the Official Receiver has been appointed as provisional liquidator. The conduct of the company's affairs is now therefore his responsibility subject to the supervision of the High Court. He is very conscious of the present uncertainties for policyholders and hopes to be able to communicate with them soon to clarify their position.

'If the Policyholders' Protection Bill is enacted in its present form Fidelity Life's UK policyholders will in due course receive at least 90 per cent of their claims, subject to a reduction for any over generous benefits.'

Aerospace exports to Japan

Information was requested by Mr. Kenneth Warren on the value of United Kingdom aerospace exports to Japan over the last available period of 12 months compared with the value of imports of Japanese motor cycles into the UK over the same period.

Mr. Shore gave the following figures:

£ million

	July 1974–June 1975
Exports (fob)(1)	27.6
Imports (cif)(2)	29.6

Notes: (1) Including engines and parts.
(2) Including parts.

UK trade

Mr. David Knox (Leek) asked what percentage of exports from the United Kingdom went to the European Economic Community in 1972, 1973 and 1974. and what percentage of imports came from the EEC in those years.

Mr. Deakins gave the following information:

Per cent

	1972	1973	1974
Exports	30.2	32.4	33.4
Imports	31.6	32.9	33.4

Mr. Knox also asked what percentage of imports into the UK came from Commonwealth countries in 1972, 1973 and 1974.

Mr. Deakins said, '19, 17 and 14 respectively.'

Boiler Explosions Act

Mr. J. W. Rooker (Birmingham, Perry Barr) asked if the Secretary of State for Trade is satisfied with the operation of the Boiler Explosions Act 1882.

'My Rt. Hon. Friend is responsible only for the application of the Act to ships and Northern Ireland,' said Mr. Clinton Davis. 'He is satisfied with its operation within these limits.'

Safety at sea

Mr. Guy Barnett (Greenwich) asked when the Secretary of State for Trade intends to take necessary powers to enable such incidents as the release of arsine gas on board the Asiafreighter *to be the subject of a formal investigation under the Merchant Shipping Acts. Mr. R. C. Mitchell (Southampton, Itchen) asked when the Government intends to ratify the International Convention for the Safety of Life at Sea; if there are any plans to introduce legislation to deal with the loading of bulk cargoes in UK ports, and when the Convention to Civil Liability in the Field of Maritime Carriage of Nuclear Materials 1971 would be ratified. Mr. John Evans (Newton) asked when the anomaly would be removed of a statutory limitation on the amount of damages a ship owner can be liable to pay in injury or death of a member of the crew, and for a statement on legislation relating to the modernisation of the procedures for*

inquiries into the fitness and conduct of seafarers.

Mr. Clinton Davis answered: 'I intend taking action on all these matters when powers are available. The Government is desirous of seeking such powers and will endeavour to introduce the necessary legislation as soon as possible.'

Skytrain

Mr. Norman Tebbit (Waltham Forest, Chingford) asked if pursuant to the debate on the Consolidated Fund Bill on 1 August, the Secretary of State for Trade would make a further statement about the estimated net loss to the balance of payments if Skytrain were allowed to proceed.

Mr. Clinton Davis replied: 'As I explained in the debate on the Consolidated Fund (Appropriations) Bill on 1 August, this figure was an estimate of the effect on the balance of payments if the introduction of a Skytrain service by Laker Airways was coupled with a reciprocal service by one US carrier operating similar capacity. I am satisfied that, within the limitations inherent in any such estimate, the figure is the best that I can give the House; but I regret that I did not make its origin and scope sufficiently clear.

'The Civil Aviation Authority estimated, subsequent to their decision in February 1975, that the loss to the balance of payments if two skytrains were operating would be in the region of £300,000 per annum. However, because this took account only of the revenue earned and main costs incurred, my department rounded this figure up to £1 million to include the imported fuel and other elements which had been omitted. In the light of the latest forecasts Skytrain's contribution to the tourist element of the balance of payments would be negligible or even adverse.

'However, the precise figure is not of great significance. What is important is the vast difference between these estimates, which show only a minimal effect on the balance of payments, and the estimate of £100 million a year referred to by the Hon. Member for Hastings in the course of the debate.'

Mr. Eric Moonman (Basildon) asked if the Secretary of State for Trade would convene a conference of all interested parties in the aircraft charter business to discuss his recent decision to withdraw approval for F. Laker's Skytrain service.

Mr. Clinton Davis said: 'No, but my Rt. Hon. Friend took account of the charter airlines' interests in his recent civil aviation policy review. My Rt. Hon. Friend's decision on Laker Skytrain was debated by the House on 1 August and there will be a further opportunity for debate when the White Paper is published.'

Aircraft noise

Mrs. Margaret Bain asked if the Secretary of State for Trade would consider changing the use of NNI measures as criteria for measuring noise at low density airports.

'The NNI measure is based on a formula which takes account of aircraft noise levels and the number of aircraft heard,' said Mr. Clinton Davis. 'It has been found to be a valid measure of disturbance at quite low levels of aircraft movements and has been reviewed several times since its introduction. I do not, therefore, propose making any change, although I am always prepared to consider any alternative.'

Mrs. Bain also asked whether soundproofing compensation at Heathrow Airport was automatic at the level of 45NNI or 60NNI.

Mr. Clinton Davis replied: 'The noise insulation grants scheme at Heathrow is based on two areas with different levels of grant – higher in the inner than the outer area. The boundary of the inner area is fixed in relation to roads and waterways in 'such a way as to enclose all the dwellings lying within the 60 NNI contour. The boundary of the outer area is fixed in relation to the boundary of all those wards or parishes around the airport of which any part is cut by the 55 NNI contour.'

Questions were asked by Mr. Hayhoe on the noise measurements of Concorde in its movements in and out of Heathrow.

Mr. Clinton Davis replied: 'Normal practice is for the results of regular noise monitoring at Heathrow to be made publicly available as soon as possible. However, special monitoring arrangements have been made in respect of Concorde during its current endurance flying programme, and, as already announced, the results will be published on completion of that programme. Until that time, the results are being accorded Restricted status. With regard to the negotiation of routes for Concorde, for which the Department also has responsibilities, international discussions are being held but while they are proceeding it is not desirable to specify details.'

'What progress is being made with landing techniques which would reduce the levels of noise experienced by those living under the flight paths to Heathrow?' asked Mr. Hayhoe.

'Investigations are continuing of new flight management techniques to reduce noise levels on the ground that it is too early to say whether the complex problems involved can be satisfactorily solved,' said Mr. Clinton Davis.

Mr. Hayhoe also asked whether action would be taken to reduce the noise of Trident aircraft by encouraging the use of quieter engines and the fitting of hush kits.

Mr. Clinton Davis told him: 'The older types of jet aircraft, such as the Trident now in service, are at present exempt from the provisions of The United Kingdom Air Navigation (Noise Certification) Order 1970, although any new production of these older types of jet aircraft will, after 1 January 1976, also be required to meet the noise regulations. Following consultations with manufacturers and operators during the last year, my Department is examining the extent to which older aircraft can also be brought to comply with the noise certification regulations. However, there are important international implications and complex questions of cost and timing, and I am not yet able to say what the outcome will be, but a conclusion will be reached as soon as possible.'

Mr. B. Hayhoe then asked if the Secretary of State for Trade is satisfied that full account is taken of the larger numbers of people, adversely affected by the noise of aircraft movements, living to the east of Heathrow in determining preferential systems of runway use.

Mr. Clinton Davis said: 'I believe that within the constraints imposed by weather and safety considerations, the existing system of runway usage takes full account of the distribution of population around the airport.'

British Leyland

Mr. Rooker asked for a statement on progress of the implementation of that part of the Ryder Report not covered by the British Leyland Act 1975.

Mr. MacKenzie said: 'The Scheme of Arrangement has been approved by the necessary majorities of shareholders and stockholders, and the Court. The new company will become operative on 11 August. Progress continues to be made in restructuring the company in accordance with the organisation proposed by the Ryder team and discussions are also taking place about the consultative committees and councils involving the workforce. Further financial assistance beyond that provided by the British Leyland Act 1975 will be a matter for future discussion between the company, the NEB and the Government.'

Mr. Doug Hoyle (Nelson and Colne) asked whether British Leyland have any financial interest in Hyondai.

Mr. MacKenzie answered: 'British Leyland has no financial interest in Hyondai Motors. British Leyland, in common with a number of other British manufacturers, is supplying equipment to Hyondai. Any unwillingness to supply on the part of United Kingdom companies would merely be to the advantage of manufacturers in other countries.'

Mr. Hoyle also asked why British Leyland dropped out of the 1100 cc car market and then designed a similar vehicle for a Far Eastern competitor, while at the same time asking for restrictions to be placed on competition from Japanese cars; whether British Leyland have any plans for designing further models for other Far Eastern competitors; and whether British Leyland carried out any design work for Datsun.

'British Leyland has not dropped out of the 1100 cc car market, said Mr. MacKenzie. 'I understand that on no occasion has the company designed a complete vehicle for any other company and they have no plans to do so.'

Whale-derivative products

Mr. Clement Freud (Isle of Ely) and Mr. John Biffen (Oswestry) asked for information on the value and volume of whale products during the past three years; and what consideration has been given to the non-importation of the products as a means of encouraging the preservation of the species.

Mr. Deakins gave the following information:

The import of baleen whale products was banned in March 1973. Sperm whale products are exempt from import restrictions since sperm whales are not thought to be in danger of over-exploitation.

Following are the import figures required:

Commodity	Tons	£ thousand cif	Principal countries of consignment
Whalemeat fish chilled or frozen			
1970	19,204	2,196	Japan, Soviet Union and Canada
1971	15,526	1,854	Japan, Canada and Soviet Union
1972	8,871	1,080	Canada, Soviet Union and Iceland
1973	63 (3)	9 (3)	Norway, Angola and Canada
1974	0	0	
Whalemeat extracts			
1970	1	0	South Africa
1971	0	0	
1972	0	0	
1973	0	0	
1974	0	0	
Sperm Oil unrefined			
1970	14,114	1,261	Soviet Union, Australia and South Africa
1971	11,309	1,535	Australia, Netherlands and South Africa
1972	7,118	799	Australia, Netherlands and Soviet Union
1973	6,402	714	Australia, Netherlands and South Africa
1974	8,612	1,299	Australia, Japan and South Africa
Sperm Oil refined			
1970			
1971			
1972			
1973	1,997 (2)	252 (2)	South Africa, Norway and USA
1974	2,664	531	South Africa, Norway and France
Whale oil (not including sperm oil) whether or not refined			
1970	1,509	154	Canada, Norway and Netherlands
1971	802	87	Peru, Iceland and Norway
1972	876	70	Netherlands, Iceland and Norway
1973	52 (3)	6 (3)	Norway and Irish Republic
1974	0	0	
Whale oil (not including sperm oil) boiled, or idised, polymerised or otherwise modified			
1970	3	1	Italy
1971	7	2	Italy
1972	0	0	
1973	0	0	
1974	0	1 (3)	USA
Whale oil (not including sperm oil) hydrogenated solidified or hardened			
1970	11	1	West Germany
1971	7	1	Switzerland and West Germany
1972	0	0	
1973	0	0	
1974	0	0	
Spermaceti			
1970	23	3	Norway and Netherlands
1971	1,103	112	Netherlands, West Germany and Norway
1972	69	18	West Germany, Norway and USA
1973	101	31	West Germany, Norway and USA
1974	333	126	West Germany, France and Netherlands

(1) Refined sperm oil was not separately distinguished prior to February 1973.
(2) February to December only.
(3) Figure under investigation and liable to revision.

Aircraft and Shipbuilding Industries Bill

Mr. Victor Goodhew (St. Albans) asked why the Aircraft and Shipbuilding Industries Bill makes no provision for the setting up of the organising committee referred to in the Secretary of State's Consultative Document on the nationalisation of the aircraft industry.

Mr. MacKenzie said: 'As with previous nationalisations, the job of the Organising Committee is to make preparations, while the legislation is going through Parliament, for the Corporation which will be established when the Bill receives Royal Assent.

Mrs. Helene Hayman (Welwyn and Hatfield) asked whether the Secretary of State for Industry proposes to amend clause 31 of the Aircraft and Shipbuilding Industries Bill.

Mr. Varley replied: 'It has been the clearly stated intention, from the outset, that the safeguarding provisions should not inhibit normal commercial transactions or investment. Representations have been made by parties in both industries that Clause 31 could apply to normal transactions in the ordinary course of business which turn out badly. In order to reflect more clearly the intention that such transactions should not be affected without in any way limiting the effect of the Clause in a case of real and deliberate dissipation, the Government intend to make the following changes to the Clause in the Bill when it is re-introduced at the start of next Session:

"Clause 31(1), page 41: Delete whole subsection and insert:

"31 (1) Subject to subsection (2) below, the provisions of this section apply in any case where, on or after the appropriate date and before the date of transfer, a company which comes into public ownership has entered into a transaction which, in the opinion of the relevant Corporation, was of such a nature as, and at the time it was entered into could reasonably have been foreseen by the company to be likely, to cause a loss to, or impose a liability on, the company substantially greater than any benefit accruing to it and which, in the opinion of the relevant Corporation, either:

a was both an unusual transaction for the company to enter into, having regard to the activities in which the company was engaged at the time of the transaction, and not reasonably necessary for the purposes of those activities, having regard to the circumstances at that time; or
b was a transaction made otherwise than in the ordinary course of the company's business and on such terms or with such a party as to indicate an unreasonable lack of prudence on the part of the company, having regard to the circumstances at the time of the transaction;

and for the purposes of this subsection 'the appropriate date' means, in relation to a transaction consisting of the making or variation of an agreement or lease, the initial date and, in the case of any other transaction, 17 March 1975: and a transaction falling within this subsection is in the following provisions of this section referred to as an 'onerous transaction'."

Clause 31 (7), page 52. Delete whole subsection and insert:

"(7) If, on an application order subsection (3) or a reference under subsection (6) above, the arbitration tribunal are themselves satisfied, having regard to all relevant factors, that the transaction concerned was of such a nature as is referred to in subsection (1) above and falls within either paragraph (a) or paragraph (b) of that subsection, the tribunal shall:

a in the case of an application under subsection (3) above, determine the extent of the net loss resulting to the Corporation from the transaction, and
b in the case of a reference under subsection (6) above, confirm the notice of disclaimer,

unless (in either case) the tribunal are satisfied that the transaction was not entered into with a view to defeating the object of any provision made by this Act or (if the transaction was entered into before the passing of this Act) with a view to defeating any such provision which might reasonably have been anticipated to be likely to be contained in this Act."

Clause 31(8), page 42, line 44: Delete "(7)(i)", insert "(7)(a)".

Clause 31(9), page 43: Delete whole subsection and insert:

"(9) If, on a reference under subsection (6) above, the arbitration tribunal do not confirm the notice of disclaimer under subsection (7)(b) above, they shall revoke it."'

Concorde production

Mr. Robert Adley (Christchurch and Lymington) asked for a statement on the progress of the Concorde production line.

Mr. MacKenzie answered: 'The third and fourth production Concordes, which flew for the first time earlier this year, have been engaged in recent weeks in an intensive programme of endurance flying. The fifth and sixth aircraft are due for delivery to Air France and British Airways respectively in time for the simultaneous start of commercial services at the beginning of next year. Production of the remainder of the 16 authorised aircraft is well under way.'

Zip fastener industry

Questions were asked by Mr. J. W. Rooker on the average length of time which is taken by the Department of Industry to make known its view on problems relating to an industry, following the

initial contact by the industry; and how this time compares with the recent submissions by the UK zip fastener industry; and if the Secretary of State for Industry could make a statement on the report of the UK Zip Fastener Manufacturers' Association relating to foreign imports, sent to his Department on 22 January 1975, and what representations have been received concerning the report.

Mr. MacKenzie answered: 'The time taken to deal with the problems of particular industries varies considerably according to the issues involved. We are not yet in a position to reply to the representations which have been made by the Zip Fastener Manufacturers' Association but expect to be able to very soon. A number of Hon. Members have written to us on this matter and our replies have referred, inter alia, to the significant decrease in imports of zip fasteners and parts which has occurred since the ZFMA submitted its report, to the fact that the UK itself is a substantial exporter of these products, and to the need for the UK zip fastener industry to do everything possible to make itself more competitive in world markets.'

Chrome ore

Mr. Neil Kinnock (Bedwellty) inquired about discussions between Her Majesty's Government and the Government of the Malagasy Republic about the development of that country's chrome ore resources.

Mr. Varley replied: 'The Government have had no discussions with the Malagasy Republic about chrome ore but the British Steel Corporation is aware of that country's deposits. Because of its high grade, the ore is not considered suitable for the production of the relatively inexpensive charge chrome needed for BSC's stainless steel expansion programme.'

Tungsten

Mr. T. H. H. Skeet (Bedford) asked if the Secretary of State for Industry would identify the leading tungsten producers by country; whether any international cartel exists to adjust the supply of the metal to demand; and to identify the nations which are members of the Tungsten Committee of UNCTAD and the quantity of metal produced by each.

Mr. MacKenzie answered: 'Tungsten is produced and traded in the form of ores and concentrates which are processed for a variety of end-uses. There is no international cartel regulating supplies or prices, although a Primary Tungsten Association has recently been formed by important producer companies in a number of countries. The table below lists the available information published in UNCTAD Tungsten Statistics relating to the production of ores and concentrates by substantial producers in 1973.

The present membership of the UNCTAD Tungsten Committee is Argentine; Australia; Austria; Belgium; Bolivia; Brazil; Canada; China: Cyprus; Germany, Federal Republic of; France; Gabon; Italy; Japan; Mexico; Netherlands; Peru; Poland; Portugal; Republic of Korea; Romania; Rwanda; Spain; Sweden; Thailand; Turkey; Union of Soviet Socialist Republics; United Kingdom of Great Britain and Northern Ireland; United States of America.'

Tungsten ores and concentrates
Production in 1973
metric tons, tungsten content

Africa	
Rhodesia	154
*Rwanda	259
Uganda	109
Zaire	234
America, North and Central	
*Canada	1,669
Guatemala	158
*Mexico	306
*USA	3,202
America, South	
*Bolivia	2,075
*Brazil	995
*Peru	795
Asia	
Burma	500
*China	8,000
*Japan	831
Korea, North	2,155
*Korea, South	1,915
Malaysia	125
*Thailand	2,602
Europe	
*France	695
*Netherlands	289
*Portugal	1,502
*Spain	312
*Sweden	234
*USSR	7,400
Oceania	
*Australia	1,239
Total World	37,700

Notes: (1) Full information not available for 1974.
(2) Countries with a production of under 100 metric tons tungsten content are excluded.
(3) Certain figures, chiefly relating to Sino-Soviet countries, are estimated.
(4) * Member of the UNCTAD Tungsten Committee.

Source: UNCTAD Tungsten Statistics.

Post Office agency services

Mr. John Stanley (Tonbridge and Malling) asked for a list of the tasks performed by the Post Office on an agency basis for Government Departments, the revenue obtained by the Post Office for each task performed in the last financial year and the cost to the Post Office of performing each task.

Mr. MacKenzie gave the following information:

Post Office Agency Services

Details of (i) the major agency services undertaken on behalf of Government Departments mainly across the counter; and (ii) total revenue received from each Department for which the Post Office acted, during the financial year 1974-75 are shown below.

Government Department	Agency service	Revenue
Department of Health and Social Security	Issue of national insurance pensions and stamps Payment of family allowances Payment of supplementary benefits Special operations: the payment of Christmas bonuses and the issue of beef tokens for pensioners	£57,686,000
Department of National Savings	Handling in-and out-payments for Savings Bank ordinary and investment accounts Administration of National Savings Stock Register Purchase, repayment, prize money payments in respect of premium bonds Issue and handling of National Savings certificates and stamps	£21,895,000
Home Office	Issue of television licences Television licence enforcement (including the maintenance of computerised record system of TV sales and licences)	£10,952,000
Ministry of Defence	Payment of service pensions and allowances	£1,975,000
Foreign and Commonwealth Office	Issue of British visitors' short-term passports	£1,077,000
Other agencies and minor services	Issue of road, dog and gun licences, land registration duty, stamps for tax revenue, etc.	£6,148,000*

* This figure includes some revenue accrued from limited agency activities undertaken for local authorities.

Port Office financial results by services and details of Agency Service balances are shown respectively in supplementary statements B(S)1, page 85 and B(S)5 page 90 of the Post Office Report and Accounts 1974-75, copies of which have been placed in the House of Commons library.

The arrangement for counter services is broadly based on cost sharing, with adjustments to provide an incentive to efficiency; and a service fee of 4 per cent is added to Departments' share of costs.

POUNC recommendations on proposed Post Office increases

Mr. Tom King asked if the Secretary of State would make a statement on the Government's policy following the rejection of the Post Office's proposed increases by POUNC.

Mr. MacKenzie replied: 'I am grateful to the Post Office Users' National Council for the thoroughness of their Report, and the speed with which they have produced it. My Rt. Hon. Friend is considering the Report. The tariff proposals of the Post Office were of course also referred by the Corporation to the Price Commission; and My Rt. Hon Friend will wish to have the Commission's findings before reaching a view. I would however remind the Hon. Member that it is Government policy to phase out subsidies to nationalised industries as quickly as possible; and that, as My Rt. Hon. Friend the Chief Secretary said in the debate on the Statutory Corporations Bill, the Government's intention is that the Post Office's deficit for 1975-76 should be contained at £70 million.'

Charity postage stamps

Mr. Richard Wainwright (Colne Valley) asked what sum of money has been raised for charity by the sale of the special charity postage stamp issue: and whether more charity postage stamp issues are planned.

The Post Office tell me that the sum of money raised by the sale of the charity stamp during the four weeks beginning 22 January totalled £84,000, said Mr. MacKenzie. 'Post Office costs amounted to £31,000, but as a gesture of goodwill to assist charity funds they have agreed to meet £4,000 of their expenses in this experiment.

'The Post Office announced on 17 July that no further issues of charity stamps are at present planned.'

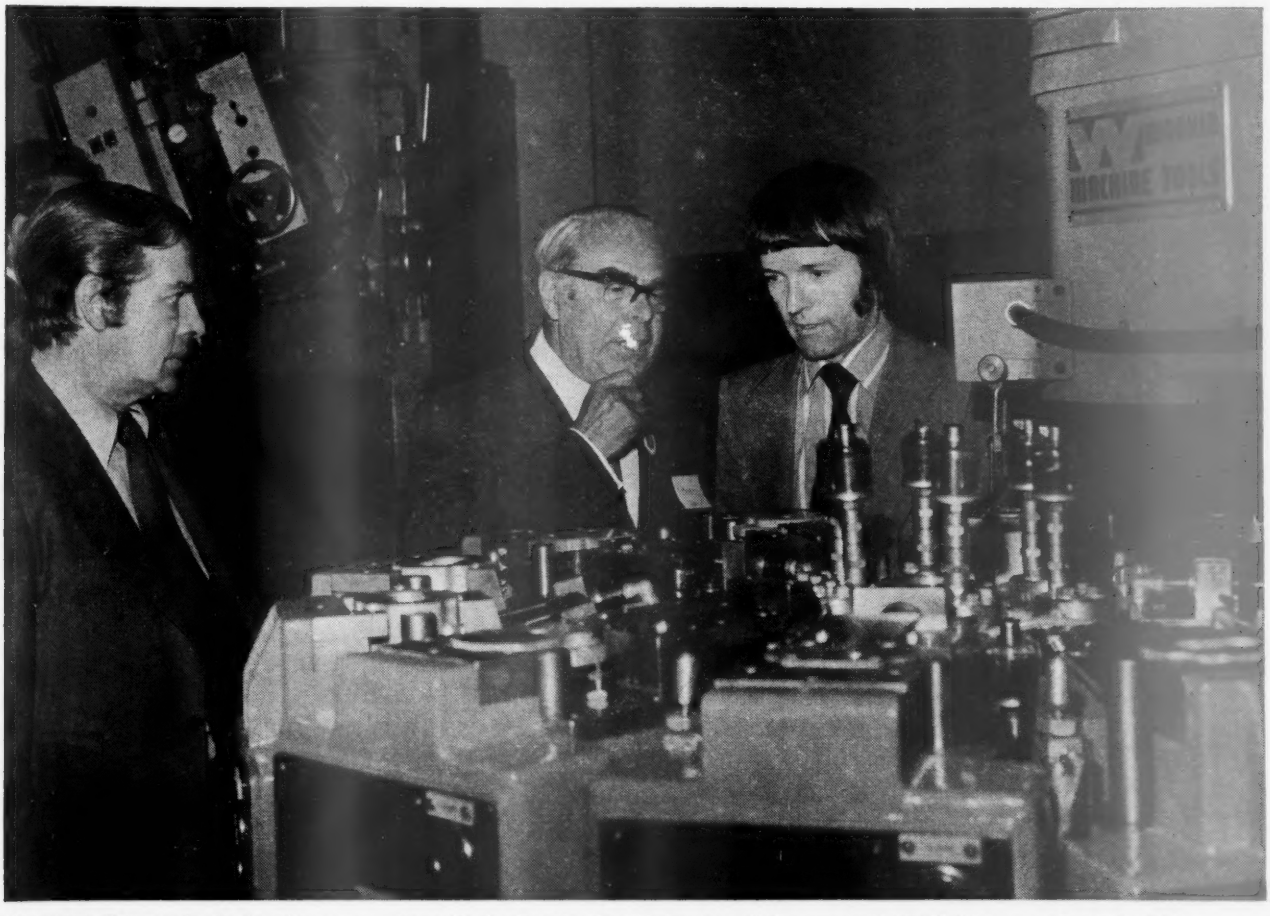
Waste Management Advisory Council

Mr. Colin Shepherd (Hereford) asked when the Wastes Management Advisory Committee would make its initial report.

Mr. MacKenzie replied that the advisory Group on Waste Paper Recycling hopes to make its first Interim Report to the Waste Management Advisory Council within the next two months.

British Overseas Trade Board

Programme of trade promotions 1975-77



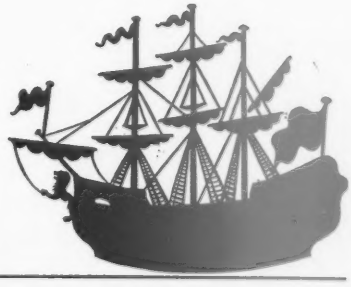
The British Overseas Trade Board in co-operation with the Machine Tool Trades Association supported 80 British companies at the Paris Euro-World Machine Tool Exhibition in June. This was the largest official British participation at any machine tool show this year. The photograph shows Eric Deakins (right), Parliamentary Under-Secretary of State for Trade and representatives of Wadkin Machine Tools Ltd. discussing a continuous rotary milling machine.

Section 1
Overseas events where Government assistance to UK participants
4-31 is planned or under consideration

Section 2
32-39 Trade fairs and exhibitions within Europe

Section 3
39-42 Trade fairs and exhibitions outside Europe

Section 4
44-51 Trade fairs and exhibitions in the United Kingdom



Brewster Druce Turner are specialists in two key exhibition services. Their executives have had years of experience in shipping and forwarding exhibits of every kind and category to exhibitions in these countries.

They are also advisory experts on all aspects of national and international exhibitions and trade fairs.

Contact Brewster Druce Turner for a door-to-door, problem-free freighting service–and for all the advice and information you need.

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Programme of Trade Promotions

This programme of Trade Promotions is normally published as a supplement to *Trade and Industry* in January, April, July, and October.

Section 1 lists overseas trade promotions and missions over the next two years for which British Overseas Trade Board support is already being planned, or is under consideration. The information is necessarily brief but further details can be obtained from the trade association or from the officer named against the event (Tel. 01-248 5757). For trade fairs the date shown in brackets after the officer's name and telephone extension number indicates the closing date for applications for support. Those interested in participating in any event for which the cut off date has passed should inquire of the sponsor or the officer named against the event, as occasionally, it is possible to accommodate late requests. Where no date is shown the cut off date has not been fixed.

Section 2 (Europe) and Section 3 (outside Europe) list a number of regular overseas trade fairs not mentioned in Section 1. **Section 4** lists some United Kingdom trade fairs.

Fairs in this supplement are classified under the commodity groups (right), definite dates being given when known or alternatively the month in which a fair is usually held.

General inquiries should be addressed as follows:

(1) About support provided by the British Overseas Trade Board for overseas promotions: Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU (Tel. 01-248 5757)
Telephone inquiries should be made as follows:
For trade fairs, British Shopping Weeks and store promotions—Ext. 7051
For British Export Marketing Centre, Tokyo—Ext. 7104 or 7317
For Outward Missions and symposia—Ext. 306

(2) About Inward Missions:
Special Export Services Branch, Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757, Ext. 463).

CLASSIFICATIONS
General
Agriculture, forestry, fishing, agricultural machinery
Aircraft and aeronautical equipment
Books and periodicals
Building, public works and construction equipment
Chemicals and allied industries, including plastics
Clothing
Display and shop equipment
Engineering, electrical and electronic, including radio and television
Engineering, other
Foodstuffs, food machinery, hotel and catering equipment
Footwear
Furniture, furnishings, household equipment and hardware
Gas and oil extraction and distribution including offshore activities
Heating and ventilating
Horticulture and horticultural equipment
Hospital, medical, surgical and dental equipment
Jewellery and giftware
Laundry and allied services
Leather, leather goods and fur
Motor vehicles, motor cycles and cycles
Music and musical instruments
Office machinery and equipment
Packaging machinery and materials, including containers
Photographic equipment
Pottery and glassware
Printing, stationery and printing machinery
Scientific instruments and nuclear equipment
Ships and boats
Sports goods and camping equipment including caravans
Textiles and textile machinery
Toys and games
Watches and clocks
Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment
Other specialised fairs

How the British Overseas Trade Board can help you promote your goods overseas

Under the direction of the British Overseas Trade Board Export Services and Promotions Division, the Department of Trade supports British firms at trade promotions overseas through its Fairs and Promotions Branch.

In 1974, the British Overseas Trade Board supported some 6,100 firms exhibiting at 318 trade fairs in 45 different countries, five British shopping weeks and 45 store promotions. In 1974, 181 outward missions were supported and some 2,100 firms were helped in that way.

Joint ventures

Under its Joint Venture Scheme the BOTB provides space and a shell stand for each firm taking part in a group display sponsored by a trade association or other non profit-making body at an overseas trade fair. In addition, for joint ventures held outside Western Europe, the BOTB pays half the return tourist air fares of two representatives from each firm manning their stand for the duration of the event and half the freight charges for returning unsold goods exhibited at the event. Firms taking part in a joint venture display will be charged £4 per sq. m of space and shell stand occupied.

British pavilions

At some overseas trade fairs, usually those where participation is organised on a national basis, the BOTB organises British pavilions. Space and shell stands are provided to participating firms at attractive rates. Firms taking space in a British pavilion, provided the event is held outside Western Europe, are also eligible for assistance similar to that given under the Joint Venture Scheme towards the costs of representatives' travel and of returning unsold exhibits.

Technical symposia

In certain circumstances British firms taking part in technical symposia organised in association with a trade association may be given support.

Information stands

At the more important trade fairs, especially in Western Europe, the BOTB provides an official Information Stand staffed by Diplomatic Service Commercial Officers. Apart from dealing with commercial inquiries, these Information Stands serve as a focal point for British firms exhibiting at the event either directly or through local agents.

British Export Marketing Centre, Tokyo (see also page 24)

Up to 10 official export promotions and trade exhibitions will be held each year in the British Export Marketing Centre in Tokyo. These will be arranged in conjunction with a trade association. In addition the centre is available to British companies or their agents in Japan for mounting individual product exhibitions or promotions.

British shopping weeks

These are organised by local authorities or Chambers of Commerce overseas with the help of Diplomatic Service Commercial Officers. The BOTB provides display material, arranges supporting events and helps individual stores to arrange special features.

Store promotions

Promotions of British goods involving a substantial volume of new buying are frequently put on by overseas department stores. The BOTB assists the store by providing display material and by arranging for special supporting features to be set out either wholly or partly at the store's expense.

Outward missions

Trade Missions to overseas markets are sponsored by a trade association, Chamber of Commerce or similar non profit-making body. Their purpose is to assess the prospects for British exports in selected markets or to sell or to promote the sale of British products. For approved Outward Missions the BOTB contributes towards the costs of each participant according to a fixed scale.

Inward missions

The BOTB through the Special Export Services Branch offers financial assistance to trade associations and other non profit-making bodies sponsoring visits to Britain by groups of overseas businessmen wishing to purchase British products or assess the latest developments in British industry.

Section 1

Overseas Fairs, Symposia, British Export Marketing Centre Exhibitions (Tokyo), British Shopping Weeks, Store Promotions and Missions taking place with British Overseas Trade Board assistance.

General fairs—page **4** Specialised fairs and symposia—page **5**
British Export Marketing Centre exhibitions (Tokyo)—page **24**
British shopping weeks and store promotions—page **25**
Missions—page **28**

General fairs

1975

DAMASCUS
International Trade Fair—
25 July-20 August 1975
Official Information Stand planned by representatives of the British Embassy, Damascus
(G. A. Casburn, Ext. 602)
(Cut off date: not applicable)

WELLINGTON:
New Zealand World Trade Fair—
20 August-6 September 1975
The Department of Trade will organise a British Pavilion at this event
(P. A. Greig, Ext. 7099)
(Cut off date: passed)

ALGIERS:
International Trade Fair—
25 August-10 September 1975
The Department of Trade will organise a British Pavilion at this event.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

FRANKFURT
International Trade Fair (Autumn)—
24-27 August 1975
Joint ventures with:
(i) British Artmetal Manufacturers Export Group.
(ii) British Ceramic Manufacturers Federation.
(iii) British Jewellery and Giftware Federation.
(iv) Design Council.
(v) UK Cutlery and Silverware Manufacturers Association.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

LEIPZIG:
International Autumn Fair—
31 August-7 September 1975
Official Information Stand and joint ventures with:
(i) Society of Motor Manufacturers and Traders.
(ii) British Plastics Federation.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

PLOVDIV:
International Trade Fair—3-10 September 1975
The Department of Trade will organise a British Pavilion at this event.
(M. J. Dempsey, Ext. 604)
(Cut off date: passed)

POZNAN:
International Autumn Fair—7-14 September 1975
The Department of Trade will organise a British Pavilion.
(D. C. Stewart, Ext. 7213)
(Cut off date: passed)

TEHRAN:
3rd International Trade Fair—
13-24 September 1975
The Department of Trade will organise a British Pavilion at this event.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

NAIROBI:
Nairobi Show—30 September-4 October 1975
Joint ventures with:
(i) Agricultural Engineers Association.
(ii) Birmingham Chamber of Industry and Commerce.
(M. A. Burrows, Ext 7091)
(Cut off date: passed)

BAGDAD:
International Trade Fair—1-21 October 1975
Official Information Stand.
(G. A. Casburn, Ext. 602)
(Cut off date: not applicable)

BUCHAREST:
International Technical Exhibition (Technoexpo) —12-21 October 1975
The Department of Trade will organise a British Pavilion at this event.
(M. J. Dempsey, Ext. 604)
(Cut off date: passed)

BUDAPEST:
International Consumer Goods Fair—
15-23 October 1975
The Department of Trade will organise a British Pavilion at this event.
(A. E. Reid, Ext. 7246)
(Cut off date: passed)

HONG KONG:
British Engineering and Technology Exhibition—
8-16 November 1975
All British exhibition organised by the Department of Trade.
P. A. Greig, Ext. 7099)
(Cut off date: passed)

CARACAS:
Committee on Invisible Exports Seminar—
19-21 November 1975
(N. J. D. Robinson, Ext. 7011)
(Cut off date: not applicable)

1976

FRANKFURT:
International Trade Fair (Spring)—
22-26 February 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 699)
(Cut off date: 5.9.75)

CAIRO:
International Trade Fair—8-27 March 1976
The Department of Trade may organise a British Pavilion at this event.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: 22.8.75)

LEIPZIG:
International Spring Fair—14-21 March 1976
Official Information Stand and joint venture with:
(i) Machine Tools Trade Association.
(ii) Scientific Instrument Manufacturers Association.
(iii) The Building Centre.
(iv) Birmingham Chamber of Commerce.
(v) Association of Hydraulic Equipment Manufacturers.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

BUDAPEST:
International Spring Fair—Spring 1976
The Department of Trade may organise official participation at this event.
(A. E. Reid, Ext. 7246)
(Cut off date: not yet arranged)

BRNO:
International Consumer Goods Fair—3-11 April 1976
Possible joint venture with appropriate trade association.
(A. E. Reid, Ext. 7246)
(Cut off date: not yet arranged)

KUALA LUMPUR:
British Technology for Malaysia Exhibition—5-12 April 1976
All British Fair organised by Industrial and Trade Fairs International Ltd.
(P. A. Greig, Ext. 7099)
(Cut off date: 15.9.75)

HANOVER:
Hanover Fair—28 April-6 May 1976
Official Information Office and joint ventures with the appropriate trade associations.
(S. F. Morris, Ext. 7080)
(Cut off date: 29.8.75)

JOHANNESBURG:
Rand Show—April/May 1976
Joint venture with appropriate trade association.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: not yet arranged)

BARCELONA:
International Fair—May/June 1976
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.10.75)

POZNAN:
International Technical Goods Fair—June 1976
The Department of Trade may organise a British Pavilion at this event.
(D. C. Stewart, Ext. 7213)
(Cut off date: 12.9.75)

LISBON:
International Fair (FIL)—June 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 30.10.75)

TEL AVIV:
International Trade Fair (Consumer Goods)—June 1976
The Department of Trade may organise a British Pavilion at this event.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 21.10.75)

FRANKFURT:
International Trade Fair (Autumn)—29 August-1 September 1976
Joint ventures with appropriate trade associations.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

1977

FRANKFURT:
International Trade Fair (Spring)—February 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

HANOVER:
Hanover Fair—April 1977
Official Information Office and joint ventures with appropriate trade associations.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

TEL AVIV:
International Trade Fair (Capital Goods) (Technology 77)—May 1977
The Department of Trade may organise a British Pavilion at this event.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 22.11.76)

BARCELONA:
International Fair—June 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 31.10.76)

LISBON:
International Fair (FIL)—June 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 15.12.76)

FRANKFURT:
International Trade Fair (Autumn)—August 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Specialised fairs and symposia

Agriculture, forestry, fishing and agricultural machinery

1975

BUDAPEST:
International Agricultural Exhibition—29 August-14 September 1975
Joint venture with British Agricultural Export Council.
(A. E. Reid, Ext. 7246)
(Cut off date: passed)

OTTAWA:
Forest Industries Equipment Exhibition—17-19 September 1975
Joint venture with Birmingham Chamber of Commerce
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: passed)

NAIROBI:
Nairobi Show—30 September-4 October 1975
Joint ventures with:
(i) Agricultural Engineers Association.
(ii) Birmingham Chamber of Industry and Commerce.
(M. A. Burrows, Ext. 7091)
(Cut off date: passed)

1976

TORONTO:
Farm and Industrial Equipment Show (Canada Farm Show)—27-30 January 1976
Joint venture with Agricultural Engineers Association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 15.8.75)

HARRISBURG:
Pennsylvania Farm Show—5-9 January 1976
Joint venture with Agricultural Engineers Association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 30.8.75)

PARIS:
International Agricultural Machinery Exhibition (SIMA)—7-14 March 1976
Joint venture with Agricultural Engineers Association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: 29.8.75)

PARIS:
International Poultry Exhibition—7-14 March 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
International Agricultural Exhibition—7-14 March 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

VERONA:
International Agricultural Fair—March 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.9.75)

ZARAGOZA:
International Agricultural Fair—April 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.10.75)

REGGIO EMILIA:
Pig Fair—April/May 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.10.75)

FOGGIA:
Agricultural Fair—April/May 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 30.9.75)

MUNICH:
International Agricultural Exhibition (DLG)—21-27 May 1976
Joint ventures with appropriate trade assocations.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: 22.8.75)

PORTO ALEGRE:
International Agricultural Show—August 1976
Joint venture with appropriate trade association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: not yet arranged)

BOSTON:
Commercial Fishing Exposition—October 1976
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: not yet arranged)

1977

TORONTO:
Farm and Industrial Equipment Show (Canada Farm Show)—January 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 30.8.76)

HARRISBURG:
Pennsylvania Farm Show—January 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 13.8.76)

PARIS:
International Agricultural Exhibition—March 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
International Poultry Exhibition—March 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

VERONA:
International Agricultural Fair—March 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.9.76)

PARIS:
International Agricultural Machinery Exhibition (SIMA)—March 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

ZARAGOZA:
International Agricultural Fair—April 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.10.76)

REGGIO EMILIA:
Pig Farm—April/May 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.10.76)

FOGGIA:
Agricultural Fair—April/May 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 30.9.76)

HALIFAX—NOVA SCOTIA:
8th World Fishing Exhibition—31 August-7 September 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: September 1976)

OTTAWA:
Forest Industries Equipment Exhibition—September 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: March 1977)

Aircraft and aeronautical equipment

1975

BRUSSELS:
Third International Airport Construction and Equipment Exhibition—15-18 September 1975
Joint venture with London Chamber of Commerce.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

1976

TOKYO: British Export Marketing Centre Aerospace Equipment Exhibition—6-10 April 1976
Sponsored by Society of British Aerospace Companies.
(Contact: J. Hill, Tel. 01-839 3231)
(R. King, Ext. 7317)
(Cut off date: passed)

HANOVER:
International Air Show—1-9 May 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: 26.9.75)

1977

PARIS:
International Aeronautics and Space Exhibition—June 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

Books and periodicals

1975

FRANKFURT:
International Book Fair—9-14 October 1975
Joint venture with Book Development Council.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

BELGRADE:
International Book Fair—October-November 1975
Possible joint venture with the Book Development Council.
(M. J. Dempsey, Ext. 604)
(Cut off date: 4.8.75)

1976

CAIRO:
International Book Fair—January/February 1976
Possible joint venture with the Book Development Council.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: not yet arranged)

BRUSSELS:
International Book Fair—13-21 March 1976
Joint venture with Book Development Council.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.11.75)

BOLOGNA:
International Book Fair for Children and Youth—8-11 April 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.10.75)

FRANKFURT:
International Book Fair—16-21 September 1976
Joint venture with appropriate trade association.
Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

1977

BRUSSELS:
International Book Fair—March 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.11.76)

BOLOGNA:
International Book Fair for Children and Youth—April 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 30.9.76)

JERUSALEM:
International Book Fair—April/May 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 30.9.76)

FRANKFURT:
International Book Fair—13-18 October 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

Building, public works and construction equipment

1975

LAS VEGAS:
Prestressed Concrete Institute Convention and Exhibition—21-25 September 1975
Joint venture with the Concrete Society.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: passed)

CAIRO:
International Exhibition for Building Material and Equipment (Interbequif)—20-30 October 1975
Joint venture with Building Materials Export Group.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

PARIS:
International Building Exhibition (Batimat)—20-30 November 1975
Joint ventures:
(i) Building Materials Export Group.
(ii) British Carpets Export Association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

1976

DALLAS:
National Association of Home Builders Exposition—18-22 January 1976
Joint venture with Building Materials Export Group.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

MUNICH:
International Trade Exhibition of Building Materials, Structural Elements and Interior Finishing (BAU)—22-29 January 1976
Joint venture with Building Materials Export Group.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

HOUSTON:
Concrete and Aggregate Show—1-5 February 1976
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

BRUSSELS:
International Building Materials and Accessories Exhibition (Batibouw) and European Heating, Air Conditioning and Ventilation Exhibition (Euroclima)—20-29 February 1976
Joint venture with Building Materials Export Group.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

SINGAPORE:
International Building Exhibition—3-6 March 1976
Joint ventures with:
(i) British Pump Manufacturers Association.
(ii) Building Centre Group.
(P. A. Greig, Ext. 7099)
(Cut off date: passed)

UTRECHT:
International Building Exhibition—March 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

ZAGREB:
International Building Exhibition—April 1976
Joint venture with appropriate trade association.
(M. J. Dempsey, Ext. 604)
(Cut off date: not yet arranged)

PHILADELPHIA:
Construction Specifications Institute Convention and Exhibition—21-23 June 1976
Joint venture with appropriate trade association.
(M. D Seymour, Ext 265)
(Cut off date: not yet arranged)

JOHANNESBURG:
International South African Building and Construction Exhibition—3-10 August 1976
Joint venture with appropriate trade association.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: not yet arranged)

LAS VEGAS:
International Public Works Congress and Equipment Show—25-30 September 1976
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

MIAMI:
Prestressed Concrete Institute Convention and Exhibition—October 1976
Joint venture with Concrete Society.
Miss F. J. Cooleen, Ext. 7094)
(Cut off date: March 1976)

BOLOGNA:
International Building Exhibition (SAIE)—October 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 15.12.75)

TORONTO:
Construction Show—December 1976
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 30.4.76)

1977

DALLAS:
National Association of Home Builders Exposition—23-27 January 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 31.7.76)

BRUSSELS:
International Building Materials and Accessories (Batibouw)—February 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 30.6.76)

MUNICH:
International Construction Machinery Fair (Bauma)—10-16 March 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

BOLOGNA:
International Building Exhibition—October 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 15.12.76)

Chemicals and allied industries, including plastics

1975

DUSSELDORF:
7th International Fair for the Plastics Industry (Kunststoffe)—7-14 October 1975
Joint venture with the British Plastics Federation.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

NEW YORK:
Exposition of Chemical Industries—1-4 December 1975
Joint venture with Birmingham Chamber of Commerce.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

1976

MUNICH:
International Trade Exhibition and Congress for Biochemical Analysis (Analytica)—27-30 April 1976
Joint venture with Scientific Instrument Manufacturers Association.
(B. G. Doyle, Ext. 690)
(Cut off date: 31.10.75)

TORONTO:
Canadian Chemical and Process Equipment Exhibition—13-15 October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.5.76)

UTRECHT:
International Plastics Exhibition (Macroplastic)—November 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

CHICAGO:
National Plastics Exposition—6-10 December 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: May 1976)

1977

HOUSTON:
Aiche Petrochemical and Refining Exhibition—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

NEW YORK:
Exposition of Chemical Industries—November 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

PARIS:
International Chemistry Exhibition (Interchimie)—5-10 December 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet aranged)

Clothing

1975

COLOGNE:
International Mens Fashion Week—22-24 August 1975
Joint ventures with
(i) British Menswear Guild.
(ii) Clothing Export Council.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

GOTHENBURG:
International Fashion Days (MODE)—31 August-2 September 1975
Joint venture with Clothing Export Council.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: passed)

PARIS:
European Menswear Exhibition (Autumn Session)—6-9 September 1975
Joint venture with the Clothing Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

PARIS:
Children's Fashionwear Exhibition—6-9 September 1975
Joint venture with National Childrens Wear Association.
(Miss D. M. Willmot, Ext. 7211)
(Cut off date: passed)

DUSSELDORF:
International Fashion Trade Fair (Igedo)—7-10 September 1975
Joint venture with Clothing Export Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

COPENHAGEN:
International Fashion Fair—18-21 September 1975
Joint venture with Clothing Export Council.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: passed)

NEW YORK:
European Fashion Fair—28 September-1 October 1975
Joint venture with British Knitting Export Council.
(L. Devine, Ext. 318)
(Cut off date: passed)

MUNICH:
International Fashion Week—5-9 October 1975
Joint venture with Clothing Export Council.
(S. F. Morris, Ext. 7080)
(Cut off date: passed)

COLOGNE:
International Fair for the Child—10-12 October 1975
Joint venture with City of Westminster Chamber of Commerce.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

PARIS:
Womens Ready to Wear Clothing—18-22 October 1975
Joint venture with Clothing Export Council.
(Miss D. Wilmot, Ext. 7211)
(Cut off date: passed)

NEW YORK:
National Outerwear and Sportwear Association Suppliers Exhibition (NOSA)—26-29 October 1975
Joint venture with the Leather Institute.
(L. Devine, Ext. 318)
(Cut off date: passed)

DUSSELDORF:
International Trade Fair (Igedo) 26-30 October 1975
Joint venture with Clothing Export Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

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BEIRUT:
MO. FI. TEX III—30 October-3 November 1975
Joint venture with Clothing Export Council.
(P. G. H. Robinson, Ext. 7314).
(Cut off date: 15.8.75)

1976

PARIS:
European Menswear Exhibition (Spring Session) —7-10 February 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
Knitting Industries Exhibition— 7-10 February 1976
Joint venture with British Knitting Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

PARIS:
Children's Fashionwear Exhibition— 7-10 February 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

NEW YORK:
European Fashion Fair—14-17 March 1976
Joint venture with appropriate trade association.
(L. Devine, Ext. 318)
(Cut off date: 19.12.75)

COLOGNE:
International Fair for the Child—March 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

BRNO:
International Consumer Goods Fair 3-11 April 1976
Possible joint venture with appropriate trade association.
(A. E. Reid, Ext. 7246)
(Cut off date: not yet arranged)

NEW YORK:
European Fashion Fair—19-22 September 1976
Joint venture with appropriate trade association.
(L. Devine, Ext. 318)
(Cut off date: 4.6.76)

PARIS:
European Menswear Exhibition (Autumn Session) —September 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
Children's Fashionwear Exhibition— September 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

COLOGNE:
International Fair for the Child—October 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

NEW YORK:
National Outerwear and Sportwear Association Supplies Exhibition (NOSA)—October 1976
Joint venture with the Leather Institute.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

1977

PARIS:
Knitting Industries Exhibition—February 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
European Menswear Exhibition (Spring Session) (SEHM)—February 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
Children's Fashionwear Exhibition— February 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
European Menswear Exhibition (Autumn Session) (SEHM)—September 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
Children's Fashionwear Exhibition— September 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

COLOGNE:
International Fair for the Child—October 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

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1975

SYDNEY:
International Electronics Convention—25-29 August 1975
Joint venture with Electronic Engineering Association.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

BUCHAREST:
International Congress of Cybernetics and Systems and Exhibition of Computers and Computer Peripherals—25-30 August 1975
Joint venture with Business Equipment Trade Association.
(M. J. Dempsey, Ext. 604)
(Cut off date: passed)

HAMBURG:
Microwave Conference and Exhibition—1-4 September 1975
Joint venture with Electronic Engineering Association.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

SYDNEY:
Australian Hi-Fi Exhibition—5-7 September 1975
Joint venture with Association of Public Address Engineers Ltd.
(Mrs P. W. Davies, Ext. 7093)
(Cut off date, passed)

BASLE:
International Exhibition of Industrial Electronics and Electrical Engineering (Ineltec)—9-13 September, 1975
Joint venture with the British Electrical and Allied Manufacturers Association
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

SAN FRANCISCO:
Western Electrical Show and Convention (Wescon)—16-19 September 1975
Joint venture with Electronic Engineering Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

MELBOURNE:
Australian Hi-Fi Exhibition—19-21 September 1975
Joint venture with Association of Public Address Engineers Ltd.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

JOHANNESBURG:
Instrumentation and Control Exhibition (Icssa)—22-26 September 1975
Joint venture with British Electrical and Allied Manufacturers Association Ltd.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

TORONTO:
International Electronics Exposition—29 September-1 October 1975
Joint venture with Electronic Engineering Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

OSAKA:
Japan Electronics Show—1-7 October 1975
Joint venture with Electronic Engineering Association. (Miss R. Allen, Ext. 360)
(Cut off date: passed)

MILWAUKEE:
Instrument Automation Conference and Exhibition (ISA Show)—6-9 October 1975
Joint venture with Scientific Instrument Research Institute.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

GOTHENBURG:
Electrical Engineering Fair (Elfack '75)—6-10 October 1975
Joint venture with British Electrical and Allied Manufacturers Association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: passed)

COPENHAGEN:
Elektronik '75—10-16 October 1975
Joint venture with the SIRA Institute.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: passed)

VIENNA:
International Industrial Electronic Exhibition—22-25 October 1975
Joint venture with Electronic Engineering Association.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

ZURICH:
Semi-Conductor Equipment and Material Convention (Semicon-Europa)—3-5 November, 1975
Joint venture with Electronic Engineering Association.
(Miss. J. M. Neeson, Ext. 7092)
(Cut of date: passed)

STUTTGART:
International Electronics Packaging Convention and Exhibition (Internepcon/Europa '75)—11-13 November 1975
Joint venture with City of Westminster Chamber of Commerce.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

SAO PAULO:
First International Mechanical and Electro-Electronic Fair—20-30 November 1975
Joint venture with British Electrical and Allied Manufacturers Association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

1976

PARIS:
International Lighting Exhibition—15-20 January 1976
Joint venture with Decorative Lighting Association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

TOKYO:
Internepcon—21-24 January 1976
Joint venture with Westminster Chamber of Commerce.
(R. King, Ext. 7317)
(Cut off date: passed)

ANAHEIM:
National Electronic Packaging and Production Conference and Exhibition—24-26 February 1976
Joint venture with The Westminster Chamber of Commerce.
(J. W. Coupar, Ext. 7097)
(Cut off date: 12.9.75)

NEW ORLEANS:
National Association of Broadcasters' Convention and Exhibition—28-31 March 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.75)

CANNES:
International Television Programme Market (MIP-TV)—April 1976
Joint venture with Film Production Association of Great Britain.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: 20.2.76)

PARIS:
Exhibition of Electronic Components—April 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

WASHINGTON:
Annual Conference of the International Communications Association—2-6 May 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7057)
(Cut off date: 1.10.75)

BOSTON:
Institute of Electrical and Electronic Engineers (Electro 76)—11-14 May 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.75)

CHICAGO:
International Coil Winding Show—May 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.75)

SAN MATEO:
Semi-Conductor Equipment and Material Institute Convention (Semicon VI)—May 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.75)

NEW YORK:
National Computer Conference—7-10 June 1976
Joint venture with Business Equipment Trade Association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: not yet arranged)

MELBOURNE:
International Control Electronics Telecommunications Instruments and Automation Exhibition (Cetia)—7-11 June 1976
Joint venture with British Electrical and Allied Manufacturers Association.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 31.8.75)

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CHICAGO:
Summer Consumer Electrics Show—June 1976
Joint venture with Federation of British Audio.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

NEW YORK:
National Electronic Packaging and Production Conference and Exhibition—June 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.75)

TOKYO:
British Export Marketing Centre Audio Equipment Exhibition—31 August-4 September 1976
Sponsored by Federation of British Audio
Contact: A. J. R. Terenzani Tel: 01-734 7471
(Miss R. Allen, Ext. 360)
(Cut off date: 14.11.75)

ATLANTIC CITY:
IEEE Conference and Exposition on Underground Distribution—27 September-10 October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.3.76)

LOS ANGELES:
Western Electronic Show and Convention (Wescon)—September 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.76)

BUDAPEST:
International Electronics Exhibition (Mipel '76)—October 1976
Joint venture with appropriate trade association.
(A. E. Reid, Ext. 7246)
(Cut off date: not yet arranged)

CHICAGO:
National Electrical Packaging Conference and Exhibition (Nepcon Central)—October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut of date: 1.4.76)

HOUSTON:
Instrument Automation Conference and Exhibition (ISA)—October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.76)

AMSTERDAM:
International Electronic Components Exhibition (Fiarex)—October/November 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 28.2.76)

MUNICH:
International Trade Fair for Production in the Electronic Industry (Electronica)—November 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

MILAN:
Instrumentation and Automation Exhibition (BIAS)—November 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date, 1.3.76)

1977

PARIS:
International Lighting Exhibition—January 1977
Joint venture with appropriate trade association
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

ANAHEIM:
National Electronic Packaging and Production Conference and Exhibition—February 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.7.76)

USA
National Association of Broadcasters Convention and Exhibition, March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

NEW YORK:
Institute of Electrical and Electronic Engineers (Intercon)—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.76)

PARIS:
Exhibition of Electronic Components—April 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

CANNES:
International Television Programme Market (MIP-TV)—April 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

MONTREUX:
International Television Equipment Exhibition—May 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 5.8.76)

USA
National Computer Conference—May 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 31.12.76)

SAN MATEO:
Semi-Conductor Equipment and Material Institute Convention (Semicon)—May 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.76)

CHICAGO:
International Coil Winding Show—May 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.76)

CHICAGO:
Summer Consumer Electronics Show—June 1977
Joint venture with Federation of British Audio.
(C. J. Waring, Ext. 7242)
(Cut off date: not yet arranged)

NEW YORK:
National Electronic Packaging and Production Conference and Exhibition (Nepcon East)—June 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.76)

TORONTO:
International Electronics Exposition—September 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

BASLE:
International Exhibition of Industrial Electronics and Electrical Engineering (Ineltect)—September 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext, 7092)
(Cut off date: 30.9.76)

Engineering, other

1975

MELBOURNE:
International Engineering Exhibition—28 July-2 August 1975
The Department of Trade will organise a British Pavilion at this event.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

DONETSK:
Exhibition of Mining Industry Equipment—28 August-7 September 1975
Joint venture with Association of British Mining Equipment Exporters.
(D. C. Stewart, Ext. 7312)
(Cut off date: passed)

HELSINKI:
International Technical Fair—9-13 September 1975
Joint venture with Birmingham Chamber of Industry and Commerce.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: passed)

BRNO:
International Engineering Fair—10-18 September 1975
Joint venture with:
(i) Birmingham Chamber of Commerce.
(ii) Scientific Instrument Manufacturers Association.
(iii) Federation of Manufacturers of Construction Equipment and Cranes.
(iv) Machine Tool Trades Association.
(A. E. Reid, Ext. 7246)
(Cut off date: passed)

TOKYO:
International Fluid Power Exhibition—16-21 September 1975
Joint venture with Association of Hydraulic Equipment Manufacturers.
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

WASHINGTON D.C.:
Annual Convention of the Wire Association of America—12-16 October 1975
Joint venture with Wire Machinery Association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: passed)

STOCKHOLM:
International Technical Fair—16-22 October 1975
Joint venture with Engineering Industries Association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: passed)

JOHANNESBURG:
Machine Tools and Production Engineers Exhibition—20-24 October 1975
Joint venture with:
(i) Machine Tools Trades Association.
(ii) Engineering Industries Association.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

CHICAGO:
Hydraulics and Pneumatics Show—21-23 October 1975
Joint venture with Association of Hydraulic Equipment Manufacturers.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: passed)

ZURICH:
International Trade Fair for High Precision Techniques Dimensional Measurement and Control (Microtechnic)—27 October-1 November 1975
Joint venture with Gauge and Tool Makers Association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre Engineer's Small Tools and Hand Tools Exhibition—11-15 November 1975
Sponsored by the Federation of British Hand Tool Manufacturers.
(W. R. Eccles, Tel. 0742 663084)
(R. King, Ext. 7317)
(Cut off date: passed)

SAO PAULO:
1st International Mechanical and Electronic Fair—20-30 November 1975
Joint venture with British Electrical and Allied Manufacturers Association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

PARIS:
Mechanical Handling Exhibition (Manutention)—2-10 December 1975
Joint venture with Mechanical Handling Engineers Association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

1976

LOS ANGELES:
Western Metal and Tool Exposition (Westec)—8-11 March 1976
Joint venture with Machine Tool Trades Association.
(M. D. Seymour, Ext. 265)
(Cut off date: 30.9.75)

NEW ORLEANS:
Gas Turbine Conference and Products Show—21-25 March 1976
Joint venture with British Electrical and Allied Manufacturers Trade Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

MALMO:
Mechanical Industries Fair (Mekanik '76)—31 March-5 April 1976
Joint venture with Birmingham Chamber of Industry and Commerce.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: 3.10.75)

COPENHAGEN:
Components and Sub-Contract Exhibition (Industrikontact)—6-9 April 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: September 1975)

CLEVELAND:
SME International Tool and Manufacturing Exposition and Engineering Conference—26-29 April 1976
Joint venture with Machine Tool Trades Association.
(M. D. Seymour, Ext. 265)
(Cut off date: 7.11.75)

CHICAGO:
Foundry and Casting Congress and Exhibition—26-30 April 1976
Joint venture with Birmingham Chamber of Commerce.
(M. D. Seymour, Ext. 265)
(Cut off date: 30.9.75)

CHICAGO:
Design Engineering Show and Conference—10-13 May 1976
Joint venture with London Chamber of Commerce.
(M. D. Seymour, Ext. 265)
(Cut off date: 24.9.75)

ST. LOUIS:
American Welding Society Annual Meeting and Welding Exposition—11-13 May 1976
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

AMSTERDAM:
International Exhibition for Traffic Engineering (Intertraffic)—18-21 May 1976
Joint venture with British Electrical and Allied Manufacturers Association Ltd.
(P. F. Aitken, Ext. 7203)
(Cut off date: 31.10.75)

BRUSSELS:
International Industrial Equipment Exhibition—20-26 May 1976
Joint ventures with:
(i) Association of Hydraulic Equipment Manufacturers.
(ii) Birmingham Chamber of Industry and Commerce.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.9.75)

MONTREAL:
Canadian Plant Engineering and Industrial Equipment Show—1-4 June 1976
Joint venture with Birmingham Engineering and Building Centre.
(M. D. Seymour, Ext. 265)
(Cut off date: 19.12.75)

BASLE:
2nd World Railways Engineering Exhibition—1-5 June 1976
Joint venture with London Chamber of Commerce.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.10.75)

MILAN:
International Exhibition of Hydraulic Pneumatic and Lubricating Apparatus (Fluid)—10-15 June 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.10.75)

FRANKFURT:
Chemical Engineering Exhibition and Congress (Achema)—20-26 June 1976
Joint ventures with:
(i) Process Plant Association.
(ii) Scientific Instrument Manufacturers Association.
(iii) British Laboratory Ware Association.
and possible assistance for stands of Government bodies.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

BASLE:
International Wire Exhibition—22-26 June 1976
Joint venture with Wire Machinery Association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre Pipes, Pipelines and Associated Equipment Exhibition—20-24 July 1976
Sponsored by Engineering Industries Association.
Contact: R. E. Scott, Tel: 01-863 9188
(Miss R. Allen, Ext. 360)
(Cut off date: 19.9.75)

CHICAGO:
International Machine Tool Show (Nmtba)—8-17 September 1976
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

BRNO:
International Engineering Fair—15-23 September 1976
Possible joint venture with appropriate trade associations.
(A. E. Reid, Ext. 7246)
(Cut off date: not yet arranged)

TORONTO:
Expo Conference for the Weld Fabricating Industries—21-23 September 1976
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 30.3.76)

HAMBURG:
Ship and Machinery Exhibition—21-25 September 1976
Joint venture with British Marine Equipment Council.
(S. F. Morris, Ext. 7080)
(Cut off date: 31.10.75)

HELSINKI:
International Trade Fair—September 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: not yet arranged)

FRANKFURT:
4th International Dairy Engineering Exhibition—12-16 October 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: 28.11.75)

TOKYO:
British Export Marketing Central, Metal Finishing Equipment Exhibition—18-23 October 1976
Sponsored by Birmingham Engineering and Building Centre.
Contact: D. Perkins, Tel. 021-643 1914
(R. King, Ext. 7317)
(Cut off date: 12.12.75)

STOCKHOLM:
International Technical Fair—21-27 October 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: not yet arranged)

UTRECHT:
International Mechanical Handling Exhibition (Invia)—October 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

OSAKA:
Japan International Machine Tool Fair (Jimtof)—October/November 1976
Joint venture with appropriate trade association.
(Miss R. Allen, Ext. 360)
(Cut off date: not yet arranged)

ZURICH:
International Hydraulics and Pneumatics Exhibition—1-6 November 1976
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 31.12.75)

USA:
Hydraulics and Pneumatics Show—November 1976
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: not yet arranged)

1977

LOS ANGELES:
Western Metal and Tool Exposition (Westec)—March 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 30.9.76)

USA:
Gas Turbine Conference and Products Show—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

STOCKHOLM:
International Transport and Mechanical Handling Trade Fair—April 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: not yet arranged)

PARIS:
International Hydraulics and Compressed Air Exhibition (Mecanelem)—April 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

USA:
SME International Tool and Manufacturing Exposition and Engineering Conference—April 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 31.10.76)

USA:
Design Engineering Show and Conference—April 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 15.10.76)

PHILADELPHIA:
American Welding Society Annual Meeting and Welding Exposition—26-28 May 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 31.10.76)

MUNICH:
International Exhibition of Brewery and Beverage Machinery (Interbrau)—9-16 September 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

HANOVER:
International Machine Tool Exhibition (IHA)—20-29 September 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

ESSEN:
Welding and Cutting Exhibition—21-28 September 1977
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

BASLE:
International Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Techniques in Chemistry (Imlac)—27 September-1 October 1977
Joint venture with appropriate trade associat
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 15.11.76)

HELSINKI:
International Technical Fair—September 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: not yet arranged)

CHICAGO:
International Materials/Metalworking Congress and Exposition—17-20 October 1977
Joint venture with City of Westminster Chamber of Commerce.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

STOCKHOLM:
International Technical Fair—October 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: not yet arranged)

ZURICH:
International Trade Fair for High Precision Techniques Dimensional Measurement and Control (Microtechnic)—October-November 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.2.77)

Foodstuffs, food machinery, hotel and catering equipment

1975

JOHANNESBURG:
International South African Packaging and Food Processing Exhibition—28 July-1 August 1975
Joint venture with Institute of Packaging.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

CHICAGO:
National Fancy Food and Confection Show—17-20 August 1975
Joint venture with British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

DUBLIN:
International Food, Drink and Equipment Exhibition (Ifdex)—7-11 September 1975
Joint venture with British Food Export Council.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

COLOGNE:
International Fine Foods and Provisions Exhibition (Anuga)—13-18 September 1975
Joint ventures with:
(i) British Food Export Council.
(ii) London Chamber of Commerce.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

MALMO:
7th International Hotel and Restaurant Show (Resta VII)—7-10 October 1975
Joint venture with London Chamber of Commerce.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: passed)

PARIS:
International Hotel and Catering Equipment Exhibition (Equiphotel)—12-20 October 1975
Joint venture with London Chamber of Commerce.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

UTRECHT:
International Exhibition of Machinery and Equipment for the Chemicals, Foodstuffs and Food and Drink Industries (Machevo)—20-25 October 1975
Joint venture with Council of British Manufacturers of Petroleum Equipment (CBMPE).
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

NEW YORK:
National Hotel/Motel Exposition—10-13 November 1975
Joint venture with London Chamber of Commerce.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: passed)

BASLE:
International Hotel and Catering Exhibition (Igeho)—13-19 November 1975
Joint ventures with:
(i) London Chamber of Commerce.
(ii) British Furniture Manufacturers Export Club.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

1976

AMSTERDAM:
International Hotel, Cafe and Restaurant Exhibition (Horecava)—5-8 January 1976
Joint venture with the London Chamber of Commerce and Industry.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

BRNO:
International Food Salon (Salima)—18-25 February 1976
Possible joint venture with appropriate trade association.
(A. E. Reid, Ext. 7246)
(Cut off date: not yet arranged)

COLOGNE:
International Sweets and Biscuits Fair (ISM 76)—February 1976
Joint venture with British Food Export Council.
(T. G. Webb, Ext. 7045)
(Cut off date: 1.9.75)

DALLAS:
Annual Convention of the Supermarket Institute—May 1976
Joint venture with the British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

BOLOGNA:
International Foodstuffs Exhibition (SIA)—June 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 14.12.75)

SYDNEY:
International Catering Trade Fair—4-8 July 1976
Joint venture with London Chamber of Commerce.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 31.10.75)

NEW YORK:
National Fancy Food and Confection Show—July 1976
Joint venture with British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

FRANKFURT:
4th International Dairy Engineering Exhibition—12-16 October 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: 28.11.75)

PARIS:
International Hotel and Catering Equipment Exhibition (Equip Hotel)—October 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

NEW YORK:
National Hotel/Motel Exposition—8-11 November 1976
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 1.5.76)

PARIS:
International Food Exhibition (SIAL)—8-14 November 1976
Joint venture with British Food Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: 30.10.75)

BARCELONA:
Hotel Management Maintenance Equipment and Gastronomy Exhibition (Hogarotel)—November/December 1976
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 20.5.76)

1977

USA:
National Exposition for Food Processors—January 1977
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

AMSTERDAM:
International Hotel, Cafe and Restaurant Exhibition (Horecava)—January 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

COLOGNE:
International Sweets and Biscuits Fair (ISM)—February 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

MUNICH:
International Bakery Trade Fair (IBA)—May 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

FRANKFURT:
International Meat Trade Fair (IFFA)—May 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

BOLOGNA:
International Foodstuffs Exhibition (SIA)—June 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 14.12.76)

MUNICH:
International Exhibition of Brewery and Beverage Machinery (Interbrau)—9-16 September 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

MALMÖ:
8th International Hotel and Restaurant Show (Resta VIII)—October 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: not yet arranged)

BASLE:
International Hotel and Catering Exhibition (IGEHO)—November 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 16.12.76)

BARCELONA:
Hotel Management Maintenance Equipment and Gastronomy Exhibition (Hogarotel)—November/December 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 17.5.77)

Footwear

1975

MONTREAL
Footwear International Exhibition—17-19 August 1975
Joint venture with the British Footwear Manufacturers Federation.
(L. Devine, Ext. 318)
(Cut off date: passed)

PARIS:
International Leather Week—6-9 September 1975
Joint venture with:
(i) British Leather Federation.
(ii) British Footwear Manufacturers Federation.
(iii) Skin, Hide and Leather Traders Association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

MILAN:
International Footwear and Leather Show (Micam)—6-9 September 1975
Joint venture with British Footwear Manufacturers Federation.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

DUSSELDORF:
European Footwear Samples Display (GDS)—20-22 September 1975
Joint venture with British Footwear Manufacturers Federation.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

ATLANTIC CITY:
Footwear Manufacturing Conference Show—25-28 October 1975
Joint venture with Shoe and Allied Traders Research Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

BUDAPEST:
International Exhibition of Machinery for Textile, Clothing, Leather, Shoe, Laundry and Cleaning Industries (Limexpo)—12-18 November 1975
Joint venture with London Chamber of Commerce.
(A. E. Reid, Ext. 7246)
(Cut off date: passed)

1976

BOLOGNA:
International Shoe and Leather Fair—6-9 March 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut of date: 15.9.75)

DUSSELDORF:
European Footwear Samples Display (GDS)—March 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

PIRMASENS:
International Fair for Footwear Manufacture (IMS)—14-18 May 1976
Joint ventures with:
(i) British Leather Federation.
(ii) Leicester and County Chamber of Commerce and Industry.
(iii) Shoe and Allied Trades Research Association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

MONTREAL:
Footwear International Exposition—September 1976
Joint venture with the British Footwear Manufacturers Federation.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

DUSSELDORF:
European Footwear Samples Display (GDS)—September 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

PARIS:
International Leather Week—September 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

MILAN:
International Footwear and Leather Show (Micam)—September 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.3.76)

1977

DUSSELDORF:
European Footwear Samples Display (GDS)—March 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

BOLOGNA:
International Shoe and Leather Fair—March 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.8.76)

PARIS:
International Leather Week—September 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

DUSSELDORF:
European Footwear Samples Display (GDS)—September 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

MILAN:
International Footwear and Leather Show (Micam)—September 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.3.77)

Furniture, furnishings, household equipment and hardware

1975

CHICAGO:
National Hardware Show—26-29 August 1975
Joint venture with:
(i) Hardware Manufacturers Association.
(ii) Gardenex.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

UTRECHT:
International Furniture Exhibition—8-13 September 1975
Joint venture with British Furniture Manufacturers Federated Associations.
(T. G. Webb, Ext. 7245)
(Cut off date: passed)

HONG KONG:
1st Joint European Furniture Exhibition—20-28 September 1975
Joint venture with British Furniture Manufacturers Export Club.
(P. A. Greig, Ext. 7099)
(Cut off date: passed)

PARIS:
International Hardware Trade Show (Quojem)—21-24 September 1975
Joint venture with Hardware Manufacturers Association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

LYONS:
International Furniture and Furnishing Accessories Exhibition (Meuropam)—4-7 October 1975
Joint venture with British Furniture Manufacturers Federated Associations.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

DUBLIN:
Irish Hardware and Housewares Trade Fair—7-9 October 1975
Joint venture with Hardware Manufacturers Association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre Contract Furnishing Exhibition—14-18 October 1975
Sponsored by the Contract Furnishing Association.
(S. Wright, Tel. 01-581 1569)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

HIGH POINT, N. CAROLINA:
High Point Southern Furniture Exhibition—24-31 October 1975
Joint venture with British Furniture Manufacturers Export Club.
(L. Devine, Ext. 318)
(Cut off date: passed)

TORONTO:
National Interior Design Show—4-6 November 1975
Joint venture with:
(i) British Carpets Export Association.
(ii) Contract Furnishing Association.
(M. J. Low: Ext. 7204)
(Cut off date: passed)

BRUSSELS:
International Furniture Show—10-16 November 1975
Joint venture with British Furniture Manufacturers Export Club.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

1976

PARIS:
International Carpet and Floor Covering Exhibition—8-12 January 1976
Joint venture with British Carpet Export Association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

COLOGNE:
International Furniture Fair—20-25 January 1976
Joint venture with British Furniture Manufacturers Federated Associations.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

TORONTO:
Canadian Hardware Show—8-11 February 1976
Joint venture with Hardware Manufacturers Association.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

COLOGNE:
International Housewares Fair—February 1976
Joint ventures with:
(i) The Hardware Manufacturers Association.
(ii) British Art Metal Manufacturers Export Group.
(iii) United Kingdom Cutlery and Silverware Manufacturers Association.
(T. G. Webb, Ext. 7045)
(Cut off date: 29.8.75)

COLOGNE:
International Hardware Fair—February 1976
Joint ventures with:
(i) The Hardware Manufacturers Association.
(ii) Federation of British Hand Tool Manufacturers.
(T. G. Webb, Ext. 7045)
(Cut off date: 31.8.75)

TOKYO:
British Export Marketing Centre Carpet Exhibition—23-27 March 1976
Sponsored by British Carpets Export Association.
Contact: G. H. Davidson, Tel. 01-930 8711.
(R. King, Ext. 7317)
(Cut off date: passed)

COLOGNE:
International Trade Fair for Large Household Apparatus and Electrical Appliances (Dometechnica)—March 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date, 31.8.75)

HIGH POINT, N. CAROLINA:
High Point Southern Furniture Exhibition—April 1976
Joint venture with British Furniture Manufacturers Export Club.
(L. Devine, Ext. 318)
(Cut off date: passed)

MILAN:
Carpets and Furnishing Textiles Fair (STAR)—May 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.11.75)

NEW YORK:
International Home Furnishing Fair—June 1976
Joint venture with British Furniture Manufacturers Export Club.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

MONTREAL:
Montreal Furniture Market—June 1976
Joint venture with British Furniture Manufacturers Export Club.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

SAN FRANCISCO:
Western Merchandise Mart—July 1976
Joint venture with British Furniture Manufacturers Export Club.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

CHICAGO:
National Hardware Show—August 1976
Joint ventures with:
(i) Hardware Manufacturers Association.
(ii) Gardenex.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

MILAN:
International Furniture Fair—18-23 September 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.1.76)

PARIS:
International Hardware Exhibition—September 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

MILAN:
International Household Goods and Hardware Exhibition (MACEF)—September 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.4.76)

LYONS:
International Furniture and Furnishing Accessories Exhibition (Meuropam)—October 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

BRUSSELS:
International Furniture Show—10-15 November 1976
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 2.4.76)

TORONTO:
National Interior Design Show—November 1976
Joint ventures with:
(i) British Carpets Export Association.
(ii) Contract Furnishing Association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

1977

PARIS:
International Furniture Exhibition—20-24 January 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

PARIS:
International Carpet and Floor Covering Exhibition—January 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

COLOGNE:
International Housewares Fair—February 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

COLOGNE:
International Hardware Fair—February 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

COLOGNE:
International Trade Fair for Large Household Apparatus and Electrical Appliances (Dometechnica)—March 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

MILAN:
Carpets and Furnishing Textiles Fair—May 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 30.11.76)

COLOGNE:
International Accessory, Machinery and Materials Fair for Furniture Production, Interior Decoration and Furnishing (Interzum)—June 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: 30.12.75)

PARIS:
International Hardware Trade Show (Quojem)—September 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

UTRECHT:
International Furniture Exhibition—September 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

MILAN:
International Household Goods and Hardware Exhibition (Macef)—September 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.4.77)

LYONS:
International Furniture and Furnishing Accessories Exhibition (Meuropam)—October 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

DUBLIN:
Irish Hardware and Housewares Trade Fair—October 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 14.3.77)

BRUSSELS:
International Furniture Show—November 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.4.77)

Gas and oil extraction and distribution including offshore activities

1975

STOCKHOLM:
Proposed Offshore Technology Symposium organised in conjunction with the Swedish Royal Academy of Engineering Sciences (IVA)—17 September 1975
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: not applicable)

1976

SINGAPORE:
International Offshore Oil Exhibition and Technical Conference (Offshore South-East Asia)—17-20 February 1976
Joint venture with appropriate trade association.
(P. A. Greig, Ext. 7099)
(Cut off date: not yet arranged)

AMSTERDAM:
European Exhibition for Petroleum Technology (Petrotech)—6-9 April 1976
Joint venture with Council of British Manufacturers of Petroleum Equipment (CBMPE).
(P. F. Aitken, Ext. 7203)
(Cut off date: 5.9.75)

TULSA:
International Petroleum Exposition—16-22 May 1976
Joint venture with Council of British Manufacturers of Petroleum Equipment (CBMPE).
(J. W. Coupar, Ext. 7097)
(Cut off date: passed

HOUSTON—TEXAS:
8th Annual Offshore Technology Conference and Exposition—May 1976
Joint venture with appropriate trade association.
(M. F. Moor, Ext. 7215)
(Cut off date: August 1975)

CALGARY:
National Petroleum Show—8-11 June 1976
Joint venture with Council of British Manufacturers of Petroleum Equipment (CBMPE)
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.75)

DUSSELDORF:
3rd International Congress Exhibition for Marine Research and Marine Exploitation (Interocean)—15-19 June 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

STAVANGER:
'Offshore North Sea' Oil and Gas Exploitation Exhibition—21-24 September 1976
Joint venture with Association of British Oceanic Industries (supported by the Council of British Manufacturers of Petroleum Equipment (CBMPE).
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: 30.9.75)

Heating and ventilating

1976

TOKYO:
British Export Marketing Centre Domestic Appliances—3-7 February 1976
Sponsored by Association of Domestic Electrical Appliances.
Contact: K. Hendley, Tel. 01-437 0678
(R. King, Ext. 7317)
(Cut off date: passed)

COPENHAGEN:
International Exhibition of Heating, Ventilating and Sanitary Equipment (VVS '76)—27 February-3 March 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: passed).

STUTTGART:
International Trade Fair for Oil and Gas Fired Heating and Air Conditioning (Intherm)—16-20 March 1976
Joint venture with Birmingham Engineering and Building Centre.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: 26.9.75)

PARIS:
International Heating, Refrigerating and Air Conditioning Exhibition (Interclima)—10-16 June 1976
Joint venture with Heating, Ventilating and Air Conditioning Association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: 15.8.75)

1977

CHICAGO:
International Air Conditioning, Heating, Refrigeration Exposition—14-17 February 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: not yet arranged)

UTRECHT:
International Heating and Ventilating Exhibition—March 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

MILAN:
Exhibition and Congress for Heating, Ventilating, Refrigeration and Sanitary Engineering—March 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.5.76)

FRANKFURT:
9th International Sanitation Heating and Air Conditioning Exhibition (ISH)—March 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Horticulture and horticultural equipment

1975

COLOGNE:
International Garden Trade Fair—27-30 September 1975
Joint venture with Garden and Leisure Equipment (Gardenex).
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

1976

COLOGNE:
International Garden Trade Fair—September 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: 30.3.76)

1977

COLOGNE:
International Garden Trade Fair—September 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

Hospital, medical, surgical and dental equipment

1975

TOKYO:
British Export Marketing Centre Medical Equipment Exhibition—9-13 September 1975
Sponsored by British Hospitals Export Council.
(J. Harris, Tel. 01-262 2641)
(R. King, Ext. 7317)
(Cut off date: passed)

CHICAGO:
American Society of Anaesthesiologists—11-15 October 1975
Joint venture with British Hospitals Export Council.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

ANAHEIM:
American Association for Respiratory Therapy Meeting and Exhibition—1-4 November 1975
Joint venture with British Hospitals Export Council.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

ZURICH:
International Trade Fair and Hospital and Medical Equipment (IFAS)—11-16 November 1975
Joint venture with British Hospitals Export Council.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

BANGKOK:
Asian Neurology Congress—16-21 November 1975
Joint venture with British Hospitals Export Council.
(P. A. Greig, Ext. 7099)
(Cut off date: passed)

DUSSELDORF:
7th International Exhibition and Congress on Diagnostics (Medica)—19-23 November 1975
Joint venture with British Hospitals Export Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

1976

MIAMI BEACH:
23rd Congress of the Association of Operating Room Nurses—7-12 March 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.75)

HAMBURG:
5th European Congress and Exhibition of Ophthalmology—5-9 April 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

MEXICO CITY:
World Anaesthesiology Congress—24-30 April 1976
Joint venture with British Hospitals Export Council.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: 30.11.75)

PARIS:
International Exhibition of Optical Goods and Materials—20-24 May 1976
Joint venture with Federation of Manufacturing Opticians.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: 30.9.75)

CHICAGO:
International Society for Medical Technology Biennial Meeting and Exhibition—20-25 June 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

AMSTERDAM:
7th European Congress of Cardiology—20-25 July 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 15.8.75)

USA:
American Hospitals Association Show—August 1975
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.2.76)

TEL AVIV:
International Hospital Equipment Exhibition (Expo-Medical)—September 1976
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 15.12.75)

SAN FRANCISCO:
American Society of Anaesthesiologists—9-13 October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: April 1976)

VANCOUVER:
British Columbia Hospital Association—October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.76)

DUSSELDORF:
International Exhibition and Congress on Diagnositics (Medica)—November 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

1977

USA:
24th Congress of the Association of Operating Nurses—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.76)

DUSSELDORF:
20th International Dental Show—April 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

ZURICH:
International Trade Fair for Hospital and Medical Equipment (IFAS)—May 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 11.8.76)

BRUSSELS:
9th International Exhibition of Medical and Hospital Equipment—October 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.3.77)

DUSSELDORF:
International Exhibition and Congress on Diagnostics (Medica)—November 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

Jewellery and giftware

1975

NEW YORK:
International Jewellery Trade Show—26-30 July 1975
Joint venture with Export Council for Jewellery and Giftware Industries.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

NEW YORK:
Gift Show—10-15 August 1975
Joint venture with Westminster Chamber of Commerce.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

LOS ANGELES:
Pacific Jewellery Show—16-18 August 1975
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

1976

NEW YORK:
International Jewellery Trade Fair—January 1976
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

NEW YORK:
Gift Show—February/March 1976
Joint venture with the Westminster Chamber of Commerce.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

BASLE:
Swiss Industries Fair (4th European Watch Clock and Jewellery Fair)—24 April-3 May 1976
Joint venture with:
(i) British Jewellery and Giftware Federation.
(ii) British Clock and Watch Manufacturers Association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

PARIS:
The Business Gifts Fair—April 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

NEW YORK:
International Jewellery Trade Fair—July 1976
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

LOS ANGELES:
Pacific Jewellery Show—August 1976
Joint venture with British Jewellery and Giftware Federation.
M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

NEW YORK:
Gift Show—August 1976
Joint venture with Westminster Chamber of Commerce.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

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1977

PARIS:
International China, Glassware, Pottery, Jewellery, Silverware and Clocks Exhibition (Sifbihor)—March 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

BASLE:
Swiss Industries Fair (5th European Watch, Clock and Jewellery Fair)—April 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 15.6.76)

PARIS:
The Business Gifts Fair—April 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

Laundry and allied services

1975

BUDAPEST:
International Exhibition of Machinery for Textile, Clothing, Leather, Shoe, Laundry and Cleaning Industries (Limexpo)—12-18 November 1975
Joint venture with London Chamber of Commerce.
(A. E. Reid, Ext. 7246)
(Cut off date: passed)

1977

PARIS:
International Laundry, Dyeing and Dry Cleaning Machinery Exhibition—November 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

Leather, leather goods and fur

1975

OFFENBACH:
International Leathergoods Fair—23-27 August 1975
Joint venture with British Leathergoods Manufacturers Association.
(S. F. Morris, Ext. 7080)
(Cut off date: passed)

PARIS:
International Leather Week—6-9 September 1975
Joint ventures with:
(i) British Leather Federation.
(ii) British Footwear Manufacturers Federation.
(iii) Skin, Hide and Leather Traders Association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

MILAN:
International Footwear and Leather Show (Micam)—6-9 September 1975
Joint venture with British Footwear Manufacturers Federation.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

1976

OFFENBACH:
International Leathergoods Fair—February/March 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

FRANKFURT:
International Fur Fair—7-11 April 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: 19.9.75)

NEW YORK:
Leather and Allied Industries Exposition—April 1976
Joint venture with the Leather Institute.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

PIRMASENS:
International Fair for Footwear Manufacture (IMS)—14-18 May 1976
Joint ventures with:
(i) British Leather Federation.
(ii) Leicester and County Chamber of Commerce and Industry.
(iii) Shoe and Allied Trades Research Association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

NEW YORK:
International Leather Goods Show—May 1976
Joint venture with the British Leathergoods Manufacturers Association.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

PARIS:
International Leather Week—September 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

MILAN:
International Footwear and Leather Show (Micam)—September 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.3.76)

1977

FRANKFURT:
International Fur Fair—April 1977
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

PARIS:
International Leather Week—September 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

MILAN:
International Footwear and Leather Show (Micam)—September 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.3.77)

Motor vehicles, motor cycles and cycles

1975

FRANKFURT:
International Motor Show—11-21 September 1975
Joint venture with Society of Motor Manufacturers and Traders.
(B. G. Doyle, Ext. 698)
(Cut off date: passed)

PARIS:
International Motor Exhibition—2-12 October 1975
Joint venture with Society of Motor Manufacturers and Traders.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

CHICAGO:
Automotive Parts and Accessories Association (APAA) Show—18-20 November 1975
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: passed)

MILAN:
International Cycle and Motor Cycle Exhibition—22-30 November 1975
Joint venture with Cycle and Motor Cycle Association Service Co. Ltd.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

1976

ANAHEIM:
Motor Cycle and Accessory Trade Show—16-18 January 1976
Joint venture with the Cycle and Motor Cycle Association Service Co. Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

SALZBURG:
International Trade Exhibition for Space Accessories, Tools, Workshop and Service Station Equipment (Auto-Zum)—22-25 January 1976
Joint venture with the Society of Motor Manufacturers and Traders.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

MONTREAL:
International Motor Show—January 1976
Joint venture with the Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: 15.12.75)

CHICAGO:
Automobile Show—February 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: 1.1.76)

TORONTO:
Toronto Automobile Show—February 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: 10.1.76)

DETROIT:
Society of Automotive Engineers Exposition and Congress (SAE)—23-26 February 1976
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 31.8.75)

NEW YORK:
International Cycle Show—February 1976
Joint venture with the Cycle and Motor Cycle Association Service Co. Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

AMSTERDAM:
International Commercial Vehicle Exhibition—February 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(P. F. Aitken, Ext. 7283)
(Cut off date: 2.1.76)

GENEVA:
International Motor Show (Accessory Manufacturers)—11-21 March 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 20.8.75)

MALMO:
Motor Show—March 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: not yet arranged)

LOS ANGELES:
Imported Automobile Show—May 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

CHICAGO:
International Truck and Equipment (Fleetweek)—14-18 June 1976
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: January 1976)

FRANKFURT:
International Exhibition of Automobile, Workshop and Garage Equipment (Automechanika)—25-29 September 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

COLOGNE:
International Bicycle and Motorcycle Exhibition (IFMA)—September 1976
Joint venture with the Cycle and Motor Cycle Association Service Co. Ltd.
(T. G. Webb, Ext. 7045)
(Cut off date: 15.12.75)

PARIS:
International Motor Exhibition—October 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

TURIN:
International Motor Show (Accessories)—November 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 28.2.76)

1977

ANAHEIM:
Motor Cycle and Accessory Trade Show—January 1977
Joint venture with Cycle and Motor Cycle Association Service Co. Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

MONTREAL:
International Motor Show—January 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: 15.12.76)

TORONTO:
Toronto Automobile Show—February 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: 10.1.77)

CHICAGO:
Automobile Show—February 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: 1.1.77)

NEW YORK:
International Cycle Show—February 1977
Joint venture with Cycle and Motor Cycle Association Service Co. Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

DETROIT:
Society of Automotive Engineers Exposition and Congress (SAE)—February 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 31.7.76)

ZURICH:
International Cycle and Motorcycle Exhibition—February/March 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 3.6.76)

GENEVA:
International Motor Show (Car and Accessory Manufacturers)—March 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 20 8.76)

MALMO:
Motor Show—March 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: not yet arranged)

LOS ANGELES:
Imported Automobile Show—May 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: 1.4.77)

FRANKFURT:
International Motor Show—8-18 September 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

MILAN:
International Cycle and Motor Cycle Exhibition—November 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.5.77)

Music and musical instruments

1976

CANNES:
International Record and Music Publishing Market (Midem)—17-23 January 1976
Joint venture with:
(i) Music Publishers Association.
(ii) British Phonographic Industries Ltd.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: 3.10.75)

HOUSTON:
Music Industry Trade Show—June 1976
Joint venture with Musical Instrument Industries Association.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

1977

CANNES:
International Record and Music Publishing Market (Midem)—January 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

Office machinery and equipment

1975

MOSCOW:
Exhibition of Equipment and Appliances for Mechanisation of Designing Technical, and Office Work (Interorgtechnika)—2-16 September 1975
Joint venture with Business Equipment Trade Association.
(D. C. Stewart, Ext. 7213)
(Cut off date: passed)

NEW YORK:
2nd Exposition and Conference 'INFO 75'—8-11 September 1975
Joint venture with Business Equipment Trade Association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: passed)

PARIS:
International Business Machines and Office Equipment Exhibition (Sicob—18-26 September 1975
Joint venture with Business Equipment Trade Association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

CHICAGO:
National Office Products Association Show—26-28 September 1975
Joint venture with Business Equipment Trade Association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off dates: passed)

ZAGREB:
International Office Machinery and Equipment Exhibition (Interbiro)—6-11 October 1975
Joint venture with the Business Equipment Trade Association.
(M. Dempsey, Ext. 604)
(Cut off date: passed)

MUNICH:
International Congress and Exhibition for Computer Systems and their Application. (System '75)—27-31 October 1975
Joint venture with Business Equipment Trade Association.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

1976

STOCKHOLM:
Data Kontor '76—28 September-6 October 1976
Joint venture with Business Equipment Trade Association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: 1.2.76)

PARIS:
International Business Machines and Office Equipment Exhibition (Sicob)—September 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut of date: not yet arranged)

BRUSSELS:
21st International Fair of Office Equipment and Data Processing (Bureau)—September 1976
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 18.2.76)

NEW YORK:
Exposition and Conference 'INFO 76'—September 1976
Joint venture with Business Equipment Trade Association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: March 1976)

CHICAGO:
National Office Products Association Show—October 1976
Joint venture with Business Equipment Trade Association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: not yet arranged)

AMSTERDAM:
International Office Machinery and Equipment Exhibition—October 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

1977

PARIS:
International Business Machines and Office Equipment Exhibition (Sicob)—September 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

MUNICH:
International Congress and Exhibition for Computer Systems and their Application (System 77)— October 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Packaging machinery and materials, including containers

1975

COPENHAGEN:
'Pak Tek' Packaging Exhibition—24-29 October 1975
Joint venture with Institute of Packaging.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: passed)

1976

SYDNEY:
Packaging and Printing Exhibition (Pakprint '76)—31 May-4 June 1976
Possible joint venture with British Printing Machinery Association.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 31.7.75)

JOHANNESBURG:
International Plastics and Printing Exhibition—15-19 June 1976
Joint venture with appropriate trade association.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: not yet arranged)

CHICAGO:
Packaging/Converting Machinery Show (PMMI)—25-29 October 1976
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

PARIS:
International Packaging Exhibition—15-20 November 1976
Joint venture with Institute of Packaging.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: 31.10.75)

1977

ROTTERDAM:
International Exhibition for Transport, Import and Export Services (Nedex/Eurofreight)—March 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

Photographic equipment

1975

PARIS:
Photographic, Cinema and Optical Exhibition—8-16 November 1975
Joint venture with British Photographic Export Group.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

1976

TOKYO:
British Export Marketing Centre Photographic Equipment Exhibition— 2-6 March 1976
Sponsored by British Photographic Export Group.
(R. Saunders, Tel. Uxbridge 33372).
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

CHICAGO:
National Microfilm Association Annual Convention Exposition—27-30 April 1976
Joint venture with Business Equipment Trade Association.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre, Processing and Enlarging Equipment—18-22 May 1976
Sponsored by British Photographic Export Group.
(R. Saunders, Tel. Uxbridge 33372).
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

HELSINKI:
Congress and Exhibition of Photogrammetry—11-23 July 1976
Joint venture with British Photographic Manufacturers Association Ltd.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: passed

COLOGNE:
World Fair of Photography (Photokina)—September/October 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: 30.11.75)

1977

USA:
National Microfilm Association Annual Convention Exposition—May 1977
Joint venture with appropriate trade association.
(M. D. Seymour: Ext. 265)
(Cut off date: 15.11.76)

PARIS:
International Photographic, Cinema and Optical Exhibition—November 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

Pottery and glassware

1976

ATLANTIC CITY:
China and Glass Show—January 1976
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: 3.9.75)

PARIS:
International China, Glassware, Pottery, Jewellery, Silverware and Clocks Exhibition (Sifbihor)—28-31 March 1976
Joint venture with appropriate trade association.
(Miss D. H. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

1977

PARIS:
International China, Glassware, Pottery, Jewellery, Silverware and Clocks Exhibition (Sifbihor)—March 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

Printing, stationery and printing machinery

1976

SYDNEY:
Packaging and Printing Exhibition (Pakprint '76)—31 May-4 June 1976
Possible joint venture with British Printing Machinery Association.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 31.7.75)

NEW YORK:
Stationery Show—May 1976
Joint venture with British Stationery and Office Products Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

JOHANNESBURG:
International Plastics and Printing Exhibition—15-19 June 1976
Joint venture with appropriate trade association.
(Mrs. W. M. MacIver, Ext. 325).
(Cut off date: not yet arranged)

Scientific instruments and nuclear equipment

1975

TOKYO:
15th All Japan Scientific Instruments Show—6-10 October 1975
Joint venture with Scientific Instrument Manufacturers Association.
(R. King, Ext. 7317)
(Cut off date: passed)

BASLE:
International Nuclear Industries Fair (Nuclex)—7-11 October 1975
Joint venture with British Nuclear Forum.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

ANAHEIM:
Electro Optical Systems Design Conference—11-13 November 1975
Joint venture with London Chamber of Commerce.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

MOSCOW:
Exhibition of Equipment for Geology, Geophysics and Cartography—21-30 November 1975
Joint venture with Scientific Instrument Manufacturers Association.
(D. C. Stewart, Ext. 7213)
(Cut off date: passed)

MOSCOW:
Exhibition of Instruments for Research in Physics—25 November-3 December 1975
Joint venture with Scientific Instrument Manufacturers Association.
(D. C. Stewart, Ext. 7213)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre Electro-Optics and Laser Equipment Exhibition—2-6 December 1975
Sponsored by SIRA Institute.
(W. A. Seatherton, Tel. 01-467 2636).
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

1976

CLEVELAND:
Pittsburg Conference on Analytical Chemistry and Applied Spectroscopy—1-5 March 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.75)

LEIPZIG:
International Spring Fair—14-21 March 1976
Joint venture with Scientific Instrument Manufacturers Association.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

MUNICH:
International Trade Exhibition and Congress for Biochemical Analysis (Analytica)—9-13 April 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

ATLANTIC CITY:
Federation of American Societies of Experimental Biology Exhibition and Conference—April 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.75)

PARIS:
International Exhibition of Measurement Control Regulation and Automation (Mesucora)—10-17 June 1976
Joint venture with SIRA Institute Ltd.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

FRANKFURT:
Chemical Engineering Exhibition and Congress (Achema)—20-26 June 1976
Joint venture with:
(i) Proccess Plant Association.
(ii) Scientific Instrument Manufacturers Association.
(iii) British Laboratory Ware Association.
and possible assistance for stands of Government bodies.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

CANNES:
8th International Conference on Non-Destructive Testing—6-11 September 1976
Joint venture with Non-Destructive Testing Society of Great Britain.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: 12.9.75)

GENEVA:
European Electro-Optics Markets and Technology Conference and Exhibition—5-8 October 1976
Joint venture with SIRA Institute.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.12.75)

GENEVA:
British Exhibition of Measurement, Control and Automation Equipment at CERN—11-15 October 1976
Joint venture with British Electrical and Allied Manufacturers Association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 15.4.76)

ANAHEIM:
Electro-Optical Systems Design Conference and Exhibition—November 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.75)

1977

CLEVELAND:
Pittsburgh Conference on Analytical Chemistry and Applied Spectroscopy—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.76)

ATLANTIC CITY:
Federation of American Societies of Experimental Biology Exhibition and Conference—April 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.76)

MUNICH:
Exhibition for Electro-Optical Systems and their Application in Industry and Research (Laser 77)—June 1977
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

ANAHEIM:
Electro-Optical Systems Design Conference and Exhibition—November 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.76)

PARIS:
Laboratory Exhibition—December 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

Ships and boats

1975

CHICAGO:
Marine Trades Exhibition and Conference—18-21 September 1975
Joint venture with Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

ANNAPOLIS:
United States Sailboat Show—15-19 October 1975
Joint venture with Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

HAMBURG:
International Boat Show—16-26 October 1975
Joint venture with Ship and Boat Builders National Federation.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

GENOA:
International Boat Show—17-27 October 1975
Joint venture with Ship and Boat Builders National Federation.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

COPENHAGEN:
Boat Show—8-16 November 1975
Joint venture with Ship and Boat Builders National Federation.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: passed)

AMSTERDAM:
International Shipbuilding, Marine Engines and Port Equipment Exhibition (Europort)—11-15 November 1975
Joint venture with British Marine Export Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

1976

TORONTO:
International Boat Show—8-18 January 1976
Joint venture with Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

PARIS:
International Pleasure Boat Exhibition—15-26 January 1976
Joint venture with Ship and Boat Builders National Federation.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

DUSSELDORF:
International Boat Show—January 1976
Joint venture with Ship and Boat Builders National Federation.
(P. F. Aitken, Ext. 7203)
(Cut off date: 29.8.75)

GOTHENBURG:
International Boat Show—13-22 February 1976
Joint venture with Ship and Boat Builders National Federation.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: 15.8.75)

STOCKHOLM:
International Boat Show—26 February-7 March 1976
Joint venture with Ship and Boat Builders National Federation.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: 8.9.75)

AMSTERDAM:
Sailboat Show (Hiswa)—March 1976
Joint venture with Ship and Boat Builders National Federation.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

AMSTERDAM:
Powerboat Show (Hiswa)—March 1976
Joint venture with Ship and Boat Builders National Federation.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

ATHENS:
International Shipping Exhibition (Posidonia)—7-12 June 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.7.75)

HAMBURG:
Ship and Machinery Exhibition—21-25 September 1976
Joint venture with British Marine Equipment Council.
(S. F. Morris, Ext. 7080)
(Cut off date: 31.10.75)

CHICAGO:
Marine Trades Exhibition and Conference—September 1976
Joint venture with Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

HAMBURG:
EMTEC and International Boat Show—14-24 October 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

ANNAPOLIS:
United States Sailboat Show—October 1976
Joint venture with Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

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GENOA:
International Boat Show—October 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.3.76)

AMSTERDAM:
International Shipbuilding, Marine Equipment and Port Equipment Exhibition (Europort)——November 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 5.4.76)

1977

TORONTO:
International Boat Show—January 1977
Joint venture with Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

PARIS:
International Pleasure Boat Exhibition—January 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

DUSSELDORF:
International Boat Show—January 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

AMSTERDAM:
Sailboat Show (Hiswa)—March 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

AMSTERDAM:
Powerboat Show (Hiswa)—March 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

CHICAGO:
Marine Trades Exhibition and Conference—September 1977
Joint venture with Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

ANNAPOLIS:
United States Sailboat Show—October 1977
Joint venture with Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

GENOA:
International Boat Show—October 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.3.77)

HAMBURG:
Emtec and International Boat Show—October 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

AMSTERDAM:
International Shipbuilding, Marine Equipment and Port Equipment Exhibition (Europort)—November 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

Sports goods and camping equipment, including caravans

1975

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (Spoga)—28-30 September 1975
Joint venture with:
(i) The Federation of British Manufacturers of Sports and Games.
(ii) The Camping Trade Association.
(iii) Leisure and Outdoor Furniture Association
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

COLOGNE:
International Exhibition of Sports Facilities and Swimming pools—5-8 November 1975
Joint venture with Building Centre Ltd.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

AMSTERDAM:
Caravan Exhibition—11-17 December 1975
Joint venture with the National Caravan Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

1976

CHICAGO:
National Sporting Goods Association Show—5-8 February 1976
Joint ventures with:
(i) The Federation of British Manufacturers of Sports and Games.
(ii) The Camping Trades Association of Great Britain Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (Spoga)—September 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: 28.2.76)

1977

HOUSTON:
National Sporting Goods Association Show—February 1977
Joint ventures with:
(i) Federation of British Manufacturers of Sports and Games.
(ii) Camping Trades Association of Great Britain Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

ESSEN:
International Exhibition for Horse Sports, Leisure Time Riding and Horsekeeping (Equitana '77)—2-7 March 1977
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (Spoga)—September 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

Textiles and textile machinery

1975

AMSTERDAM:
Textile Design Exhibition (Design-in)—18-19 September 1975
Joint venture with British Textile Confederation.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

PHILADELPHIA:
Bobbin Show—24-26 September 1975
Joint venture with Clothing Institute.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: passed)

MILAN:
International Textile Machinery Exhibition—6-15 October 1975
Joint venture with British Textile Machinery Association.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

BUDAPEST:
International Exhibition of Machinery for Textile, Clothing, Leather, Shoe, Laundry and Cleaning Industries (Limexpo)—12-18 November 1975
Joint venture with London Chamber of Commerce.
(A. E. Reid, Ext. 7246)
(Cut off date: passed)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—18-21 November 1975
Joint venture with National Wool Textile Export Corporation.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

1976

FRANKFURT:
International Trade Fair for Home Furnishing Textiles (Heimtex)—14-18 January 1976
Joint ventures with appropriate trade associations.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

OSAKA:
Fourth International Exhibition of Textile Machinery (Otemas '76)—27 September-6 October 1976
Joint venture with appropriate trade association.
(Miss R. Allen, Ext. 360)
(Cut off date: not yet arranged)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—11-14 May 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

USA:
Bobbin Show—September 1976
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 31.12.75)

GREENVILLE:
Textile Machinery Show (ATME-1)—21-29 October 1976
Joint venture with British Textile Machinery Organisation.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 4.1.76)

COLOGNE:
International Fair of Clothing Machines (IMB)—3-7 November 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: 30.4.76)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—November 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

1977

FRANKFURT:
International Trade Fair for Home Furnishing Textiles (Heimtex)—January 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—May 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

SAO PAULO:
Textile Machinery and Equipment Exhibition (Fenit)—10-18 September 1977
Joint venture with appropriate trade association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: not yet arranged)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—November 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Toys and games

1976

NUREMBERG:
International Toy Fair—7-13 February 1976
Joint venture with British Toy Manufacturers Association.
(S. F. Morris, Ext. 7080)
(Cut off date: 22.8.75)

NEW YORK:
American Toy Fair—February 1976
Joint venture with British Toy Manufacturers Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: 21.9.75)

1977

NEW YORK:
American Toy Fair—February 1977
Joint venture with British Toy Manufacturers Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

NUREMBERG:
International Toy Fair—February 1977
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

Watches and clocks

1976

BASLE:
Swiss Industries Fair (4th European Watch, Clock and Jewellery Fair)—24 April-3 May 1976
Joint venture with:
(i) British Jewellery and Giftware Federation.
(ii) British Clock and Watch Manufacturers Association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

1977

BASLE:
Swiss Industries Fair (5th European Watch, Clock and Jewellery Fair)—April 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 15.6.76)

Water, effluent and air treatment plant, including anti-pollution, cleaning and refuse disposal equipment

1975

DUSSELDORF:
(IGB' '75) International Trade Fair for Industrial Cleaning and Works Hygiene—18-21 September 1975
Joint venture with British Institute of Cleaning Science.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

MADRID:
1st Ibero-American Congress and Exhibition on the Environment—13-17 October 1975
Joint venture with London Chamber of Commerce.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

Who on earth is Disney Display?

☐ TORONTO CANADA

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UTRECHT:
International Trade Fair for Environmental Control Techniques (Milieu)—20-25 October 1975
Joint venture with London Chamber of Commerce.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

1976

TOKYO:
Anti-Pollution Exhibition—15-20 March 1976
Joint venture with appropriate trade association.
(Miss R. Allen, Ext. 360)
(Cut off date: 17.10.75)

TORONTO:
Pollution Control Show—April 1976
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 31.12.75)

CHICAGO:
12th Annual Convention of the Solid Waste Management Association—3-6 June 1976
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: January 1976)

CHICAGO:
Pollution Engineering Exposition and Congress—September 1976
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 31.12.75)

AMSTERDAM:
International Exhibition for the Treatment, Storage and Use of Water (Aquatech)—September 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 9.1.76)

MILAN:
Antipollution Exhibition—October 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 30.4.76)

MILAN:
Industrial Cleaning Maintenance and Sanitation Exhibition (Pulisan)—November 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.4.76)

1977

AMSTERDAM:
International Cleaning and Maintenance Exhibition (Interclean)—April 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

TORONTO:
Pollution Control Show—April 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 30.11.76)

USA:
13th Annual Convention of the Solid Waste Management Association—June 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: January 1977)

BASLE:
International Water, Sewage and Air Purification Exhibition (Pro-Aqua)—June 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.10.76)

AMSTERDAM:
International Exhibition for the Treatment, Storage and Use of Water (Aquatech)—September 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

DUSSELDORF:
International Exhibition for Environmental Protection and Environmental Technique (Envitek)—October 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

UTRECHT:
International Trade Fair for Environmental Control Techniques (Milieu)—October 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

MILAN:
Industrial Cleaning Maintenance and Sanitation Exhibition (Pulisan)—November 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.4.77)

Other specialised fairs

1975

OTTAWA:
Aids to Navigation Equipment Exhibition—5-8 August 1975
Joint venture with Trinity House Lighthouse Service.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

DUBLIN:
International Education and Training Exhibition—and Conference (ETEX)—14-20 September 1975
Joint venture with Educational Publishers Council.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

DUSSELDORF:
(IGB '75) International Trade Fair for Industrial Cleaning and Works Hygiene—18-21 September 1975
Joint venture with the British Institute of Cleaning Science.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

PARIS:
International LNG and LPG Technology Exhibition and Conference (Gastech)—30 September-3 October 1975
Joint venture with British Marine Equipment Council.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

BASLE:
International Surface Treatment Exhibition—30 September-4 October 1975
Joint venture with Birmingham Engineering and Building Centre.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

TORONTO:
Canadian Mining and Aggregate Equipment Exhibition—8-10 October 1975
Joint venture with London Chamber of Commerce.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

MEXICO CITY:
International Exhibition on Teaching Materials (Didacta '75)—10-19 October 1975
Joint venture with Engineering Teaching Equipment Manufacturers Association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

WASHINGTON D.C.:
Annual Convention and Exhibition of the Wire Association of America—12-16 October 1975
Joint venture with Wire Machinery Association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: passed)

NANTES:
International Market for European Sub-Contracting (Midest)—20-24 October 1975
Joint venture with Birmingham Chamber of Industry and Commerce.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

COLOGNE:
IKM International Art Dealers Fair—6-10 November 1975
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

DUSSELDORF:
Industrial Safety and Factory Hygiene Exhibition and Congress—12-15 November 1975
Joint venture with London Chamber of Commerce.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

SYDNEY:
International Exhibition of Metallic Corrosion (held in conjunction with 6th International Congress of Metallic Corrosion)—3-6 December 1975
Joint venture with London Chamber of Commerce.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

ANAHEIM:
American Vocational Association Show—5-10 December 1975
Joint venture with Industrial Council for Educational Training Technology.
(J. W. Coupar, Ext. 7097)
(Cut off date: 25.7.75)

1976

NEW ORLEANS:
National Audio-Visual Association Convention and Exhibition—10-13 January 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

DUSSELDORF:
International Product Innovation Conference and Exhibition (Fro In '76)—21-25 February 1976
Joint venture with Birmingham Chamber of Industry and Commerce.
(P. F. Aitken, Ext. 7203)
(Cut off date: 1.8.75)

TORONTO:
Canadian Education Showplace—2-4 March 1976
Joint venture with Industrial Council for Educational Training and Technology.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.75)

BASLE:
European Educational Materials Exhibition (Didacta)—23-27 March 1976
Joint ventures with:
(i) British Educational Equipment Association.
(ii) Book Development Council.
(iii) Industrial Council for Education and Training Technology.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

ANAHEIM:
Educational Communications and Technology National Convention and Exhibition—25 March-3 April 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.75)

CHICAGO:
National Materials Handling Show—5-8 April 1976
Joint venture with London Chamber of Commerce.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

HAMBURG:
5th European Congress and Exhibition of Ophthalmology—5-9 April 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

AMSTERDAM:
International Exhibition for the Non-Woven Fabrics and Disposable Softgoods Industries (Index '76)—6-9 April 1976
Joint venture with London Chamber of Commerce.
(P. F. Aitken, Ext. 7203)
(Cut off date: 30.9.75)

CINCINNATI:
American Ceramic Society—1-6 May 1976
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 30.10.75)

DETROIT:
American Mining Congress and Coal Show—10-13 May 1976
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 30.9.75)

WIESBADEN:
International Pet Trades Fair—14-16 May 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: 19.9.75)

DUSSELDORF:
9th World Mining Congress—22-30 May 1976
Joint venture with Association of British Mining Equipment Exporters.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

CHICAGO:
International Security Conference and Exhibition—23-26 May 1976
Joint venture with London Chamber of Commerce.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 1.11.75)

ANAHEIM:
Western Safety Congress and Exhibition Show—24-28 May 1976
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 1.12.75)

PHILADELPHIA:
Interphil 1976—29 May-6 June 1976
Joint venture with Philatelic Traders Society.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

NEW YORK:
National Premium Show—May 1976
Joint venture with British Premium Manufacturers Association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

British Export Marketing Centre Tokyo

The British Overseas Trade Board considers that the Japanese market continues to offer new and exciting growth prospects for a wide range of British exports. For a single fee of £100 firms can participate in official trade exhibitions being held in the British Export Marketing Centre, Tokyo, which was opened in September 1973. The Board will provide free of charge the floor space and a shell stand and mount the exhibits. It will also arrange to ship all exhibits to Tokyo free of charge from a central point in Britain. Before each exhibition it will mount a major advertising and publicity campaign in Japan to attract potential customers. In addition, exhibiting firms will each be able to claim £450 towards the cost of sending up to two representatives to man the stands during the exhibition. The Centre is available to British companies, or their agents, wishing to mount individual product exhibitions for a charge of £50 a day. It is also available to companies wishing to hold seminars and conferences and there are facilities for audio-visual presentations and catering. A charge of £5 an hour will be made. Further information on the Centre and its facilities can be obtained from Fairs and Promotions Branch (tel. 01-248 5757, ext 7104/7317/360).
The programme of exhibitions for 1975 is now complete. The programme of exhibitions for 1976 is now under consideration and information may be obtained from the Board's Export to Japan Unit (01-248 5757, ext. 614/232).

Official British Trade Exhibitions September 1975 - October 1976

Medical Equipment Exhibition—9-13 September 1975
Sponsored by the British Hospitals Export Council.
(J. Harris, Tel. 01-262 2641)
R. King, Ext. 7317)
(Cut off date: passed)

Contract Furnishing Exhibition—14-18 October 1975
Sponsored by the Contract Furnishing Association.
(S. Wright, Tel. 01-581 1569)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

Engineers' Small Tools and Hand Tools Exhibition—11-15 November 1975
Sponsored by the Federation of British Hand Tool Manufacturers
(W. R. Eccles, Tel: 0742 663084)
(R. King, Ext. 7317)
(Cut off date: passed)

Electro-Optics and Laser Equipment Exhibition—2-6 December 1975
Sponsored by the Sira Institute.
(W. A. Seatherton, Tel. 01-467 2636)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

Domestic Appliances Exhibition—3-7 February 1976
Sponsored by the Association of Domestic Electrical Appliances.
(K. Hendley, Tel. 01-437 0678)
(R. King, Ext. 7317)
(Cut off date: passed)

Photographic Equipment Exhibition—2-6 March 1976
Sponsored by the British Photographic Export Group.
(R. Saunders, Tel: 89-33372)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

Carpets Exhibition—23-27 March 1976
Sponsored by the British Carpets Export Association.
(G. H. Davidson, Tel. 01-930 8711)
(R. King, Ext. 7317)
(Cut off date: passed)

Aerospace Equipment Exhibition—6-10 April 1976
Sponsored by the Society of British Aerospace Companies.
(J. Hill, Tel: 01-839 3231)
(R. King, Ext. 7317)
(Cut off date: passed)

Processing and Enlarging Equipment Exhibition—18-22 May 1976
Sponsored by the British Photographic Export Group.
(R. Saunders, Tel. 89-33372)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

Gardening and Do-It-Yourself Equipment Exhibition—15-19 June 1976
Sponsored by Gardenex.
(Mrs. E. Slade, Tel. Hungerford 2532)
(R. King, Ext. 7317)
(Cut off date: 1.10.75)

Pipes, Pipelines and Associated Equipment Exhibition—20-24 July 1976
Sponsored by Engineering Industries Association.
(R. E. Scott, Tel. 01-863 9188)
(Miss R. Allen, Ext. 360)
(Cut off date: 19.9.75)

Audio Equipment Exhibition—31 August-4 September 1976
Sponsored by Federation of British Audio.
(A. J. R. Terenzani, Tel. 01-734 7471)
(Miss R. Allen, Ext. 360)
(Cut off date: 4.11.75)

Metal Finishing Equipment Exhibition—18-23 October 1976
Sponsored by Birmingham Engineering and Building Centre.
(D. Perkins, 021-643 1914)
(R. King, Ext. 7317)
(Cut off date: 12.12.75)

PIACENZA:
International Button Exhibition—May-June 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.10.75)

TOKYO:
British Export Marketing Centre (Gardening and DIY Equipment—15-19 June 1976
Sponsored by Gardenex.
Contact: Mrs. E. Slade, Tel. Hungerford 2532
(R. King, Ext. 7317)
(Cut off date: 1.10.75)

BASLE:
International Art Fair—16-21 June 1976
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.3.76)

BRNO:
International Foundry Exhibition (Fond-Ex)—21-25 June 1976
Possible joint venture with appropriate trade association.
(A. E. Reid, Ext. 7246)
(Cut off date: not yet arranged)

USA:
Annual Exhibition of Educational Resources—June 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.1.76)

LOUISVILLE:
International Woodworking Machinery and Furniture Supply Fair—18-22 September 1976
Joint ventures with:
(i) Machine Tool Trades Association.
(ii) Birmingham Chamber of Industry and Commerce.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

CHICAGO:
Railway Supply Association Exhibition—September 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.3.76)

CHICAGO:
National Safety Congress—September/October 1976
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 1.3.76)

CHICAGO:
Annual Convention and Exhibition of the Wire Association of America—3-7 October 1976
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 1.4.76)

PROVINCIAL FRANCE:
International Market for European Sub-Contracting (Midest)—October 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

ZURICH:
International Sheet Metal Exhibition and Conference—16-20 November 1976
Joint venture with Birmingham Chamber of Industry and Commerce.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 20.2.76)

AMSTERDAM:
Metal Finishing Exhibition (Interfinishvom '76)—25-29 November 1976
Joint venture with the London Chamber of Commerce and Industry.
(P. F. Aitken, Ext. 7203)
(Cut off date: 16.5.76)

1977

ESSEN:
International Exhibition for Horse Sports, Leisure Time Riding and Horsekeeping (Equitana '77)—2-7 March 1977
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

USA:
Educational Communications and Technology National Convention and Exhibition—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7697)
(Cut off date: not yet arranged)

CHICAGO:
Railway Engineering-Maintenance Suppliers Association Exhibition (REMSA)—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

PARIS:
6th International Surface Treatment and Industrial Finishing Exhibition—May 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

USA:
American Ceramic Society—May 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 31.12.76)

ANAHEIM:
Western Safety Congress and Exhibits Show—May 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 31.12.76)

CHICAGO:
International Security Conference and Exhibition—May 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 31.12.76)

PIACENZA:
Button Exhibition—May/June 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.10.76)

BASLE:
International Art Fair—June 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.3.77)

USA:
Annual Exhibition of Education Resources—June 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 31.12.76)

USA:
National Material Handling Show—June 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 30.11.76)

UTRECHT:
International Security Exhibition (Safety)—Autumn 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

PROVINCIAL FRANCE:
International Market for European Sub-Contracting (Midest)—October 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

DUSSELDORF:
Industrial Safety and Factory Hygiene Exhibition and Congress—November 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

British shopping weeks and store promotions

1975/6

Shopping weeks

Italy

BOLOGNA, 27-September-5 October 1975
Consumer goods promotion.
Inquiries: W. B. J. Dobbs Esq., British Consulate General, Commercial Section, Via S Paolo 7, 1 20121 Milan.
(R. E. Newton, ext. 571)

Sweden

GOTHENBURG, 3-8 September 1975
(Admiral Saumarez Celebrations)
Promotion of British consumer goods by Gothenburg Retailers Association.
(Mrs. M. R. Todd, Ext. 7207)

Store promotions

Belgium

G.B. Enterprises, 16-25 October 1975
Food promotion, 135-150 stores throughout Belgium.
Contact: De Heer Mercel Blockhuys, Chef de groupe—Dry Foods, GB-Inno-BM Group, Avenue des Olympiades 20, 1140 Bruxelles
(Miss J. M. Neeson, Ext. 7092)

Canada

TORONTO, September 1975
Perry's Colonnade Ltd.
British menswear promotion.
Contact: Perry Dellio, Perry's Colonnade Ltd., 131 Bloor Street West, Toronto, Ont.
(L. Devine, Ext. 318)

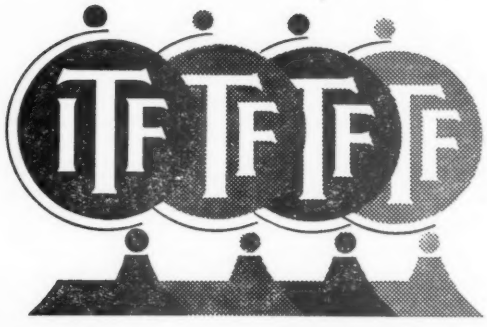
TORONTO and OTTAWA, October 1975
Brill's Interiors, 2901 Bayview Avenue, Willowdale, Toronto.
British promotion featuring traditional and reproduction furniture in three stores in Toronto and one in Ottawa.
Inquiries: Mr. Donald Brill, 2901 Bayview Avenue, Willowdale, Toronto
(L. Devine, Ext. 318)

VANCOUVER, October 1975
Edward Chapman Ltd., 833 West Pender Street, Menswear Promotion.
(L. Devine, Ext. 318)

USA

BALTIMORE, 15-29 September 1975
Stewart and Co.
Wide range of consumer goods.
General inquiries to Associated Dry Goods Ltd., Elsley House 24-30 Great Titchfield Street, London W1P 8AQ (Tel. 01-636 5781)
(L. Devine, Ext. 318)

LOS ANGELES, 18 September-4 October 1975
Broadway Stores Inc.
Multinational promotion, consumer goods generally to be featured.
UK inquiries to: Gimbel Brothers, Elsey House, 24/30 Great Titchfield Street, London
(Tel: 01-637 3931)
(C. J. Wareing, Ext. 7242)



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We are ready for the opening and we are ready to guide others successfully into the uncommon market. If you are interested in what we can do for you at the National Exhibition Centre, we shall be happy to hear from you.

Industrial and Trade Fairs Holdings Limited

Head Office: Radcliffe House, Blenheim Court, Solihull, W. Midlands B91 2BG.
Tel: 021-705 6707. Telex: 337073. Cables: Indatfa Sol.
London Office: 9 Argyll Street, London W1V 2HA.
Tel: 01-437 1622. Telex: 262567. Cables: Indatfa. London.

MEMBER

Member aeo Association of Exhibition Organisers

ITF exhibitions coming to the National Exhibition Centre, Birmingham.

1976

HEVAC '76 – International Heating, Ventilating and Air Conditioning Exhibition 5-9 April.

IPHEX '76 – International Pneumatics and Hydraulics Exhibition 3-7 May.

IEA-ELECTREX '76 – The International Electrical, Electronics & Instrument Exhibition 3-7 May.

International Laundry Cleaning Equipment and Services Exhibition 17-24 June.

Offshore International Exhibition and Conference 7-10 December.

1977

PAKEX '77 – International Packaging Exhibition 14-18 March.

International Mechanical Handling Exhibition 16-21 May.

INTERPLAS '77 – The International Plastics and Rubber Exhibition in Europe for 1977 15-23 September.

ITF exhibitions organised throughout Britain and the world.

1975

The Northern Floor Coverings Fair
2-5 September, The Exhibition Centre, Harrogate.

London International Footwear Fair
23-25 September, Earls Court, London.

Electronic Instrument Exhibition
23-25 September, Bloomsbury Centre, London.

Electronic Instrument Exhibition
30 September–2 October, Esso Hotel, Bristol.

International Audio Festival and Fair
20-26 October, Olympia, London.

INTERBAKE '75 – The International Bakers and Confectioners Exhibition 21-26 October, Olympia, London.

Leisure & Pleasure Exhibition
11-22 November, City Hall, Manchester.

1976

HOTELYMPIA '76 – International Hotel and Catering Exhibition
14-21 January, Olympia, London.

IMBEX '76 – International Men's and Boys' Wear Exhibition
1-4 March, Earls Court, London.

BREWEX '76 – International Brewing, Bottling and Allied Trades Exhibition 29 March – 2 April, Earls Court, London.

OVERSEAS EXHIBITIONS

The Company is also engaged by the British Overseas Trade Board of the Department of Trade to organise, on its behalf, British Exhibitions overseas, The next event will be:

KUALA LUMPUR
British Technology for Malaysia Exhibition (1976)

Previous overseas events organised on a similar basis were:

SHANGHAI
British Machine Tools and Scientific Instruments Exhibition (1975)
JAKARTA
British Industrial Exhibition (1974)
SÃO PAULO
British Industrial Exhibition (1974)
BILBAO
British Industrial Technology Exhibition (1973)
PEKING
British Industrial Technology Exhibition (1973)

The following British fairs and promotions were organised directly by the Company with the full co-operation of the Confederation of British Industry and the Association of British Chambers of Commerce with active support from the Department of Trade.

BUENOS AIRES
British Industrial Exhibition (1970)
SÃO PAULO
British Industrial Exhibition (1969)
BUCHAREST
British Industrial Exhibition (1968)
VANCOUVER British Pavilion,
British Columbia International Trade Fair (1967)
TORONTO
British Industrial Fair, Production Show (1967)
MEXICO CITY
British Industrial Exhibition (1966)
MOSCOW
British Industrial Exhibition (1966)

SEATTLE, 1-10 October 1975, PORTLAND, 15-25 October 1975
Nordstroms
Promotion of British merchandise.
UK inquiries to: Mr. J. Warburg, Dean Warburg Ltd., 38 Savile Row, London W1X 2ET (Tel. 01-734 9421)
(C. J. Wareing, Ext. 7242)

NEW YORK, Autumn 1975
Barneys Store
Menswear promotion,
Milton Guttenplan, Barneys, Seventh Avenue and Seventeenth St., New York NY 10011.
(L. Devine, Ext. 318)

PITTSBURGH, 4-11 October 1975
Joseph Horne Co.
Wide range of consumer goods.
General inquiries to: Associated Dry Goods Ltd., Elsley House, 24-30 Great Titchfield Street, London W1P 8AQ (Tel. 01-636 5781)
(C. J. Wareing, Ext. 7242)

ROCHESTER and SYRACUSE, N.Y., 17 October-22 November 1975
Sibley Lindsay and Curr Co., Rochester, 17 October-1 November; Syracuse, 10-22 November
Multinational store promotion 'A Nation from Nations'.
General inquiries to: Associated Dry Goods Ltd., Elsley House, 24-30 Great Titchfield Street, London W1P 8AQ (Tel. 01-636 5781)
(C. J. Wareing, Ext. 7242)

CHARLESTON, W. VIRGINIA, 27 October-6 November 1975
The Diamond.
Wide range of consumer goods.
General inquiries to: Associated Dry Goods Ltd., Elsley House, 24-30 Great Titchfield Street, London W1P 8AQ (Tel. 01-636 5781)
(L. Devine, Ext. 318)

Inward missions

1975/76

Overseas Visitors Bureau contact for general inquiries relating to inward missions: Miss G. M. Stannard, Tel: 01-248 5757, Ext. 463

France September 1975
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

Spain September 1975
British Marine Equipment Council
(Contact: D. Davies, Tel. 01-247 7566)

USA, Canada September 1975
Allied Brewery Traders Asociation
(Contact: J. A. Ingoldby, Tel. 01-691 3950)

Canada October 1975
Association of British Mining Equipment Exporters
(Contact: R. Buckley, Tel. 0742 21071)

Tanzania September 1975
Federation of British Hand Tool Manufacturers
(Contact: W. R. Eccles, Tel. 0742 663084)

Switzerland, Germany October 1975
Council for Small Industries in Rural Areas
(Contact: R. C. Neve, Tel. 07476 2423)

Italy October 1975
Clothing Export Council
(Contact: T. P. Randle, Tel. 01-734 9744)

Italy October 1975
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

Global December 1975
British Knitting Export Council
(Contact: Mrs. J. Broughton, Tel. 01-734 6277/8)

Brazil 1975 Dates to be agreed
BOTB (Foundry Equipment)
(Contact: T .Williams, Tel. 01-248 5757, Ext. 7196)

West Germany 1975 Dates to be agreed
Book Development Council
(Contact: M. Ballard, Tel: 01-580 6321)

New Zealand 1975 Dates to be agreed
Book Development Council
(Contact: M. Ballard, Tel: 01-580 6321)

Middle East 1975 Dates to be agreed
Allied Brewery Traders Association
(Contact: J. A. Ingoldby, Tel: 01-691 3950)

Missions

Outward missions

Africa

1975

South Africa 5-26 July 1975
Manchester Chamber of Commerce
(Contact: D. N. Arrondale, Tel. 061-832 5574)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut of date: passed)

South Africa 19 July-8 August 1975
Gauge and Tool Makers Association
(Contact: A. R. Smith, Tel. High Wycombe 444645)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

South Africa 6-27 September 1975
British Ceramic Plant and Machinery Manufacturers Association
(Contact: C. J. Hench, Tel. Sunbury 83280)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

Nigeria 14 September-1 October 1975
Building Material Export Group
(Contact: Mrs. J. Tomlinson, Tel. 01-636 6920)
(FPB contact: M. A. Burrows, Ext. 7091)
(Cut off date: passed)

South Africa: 27 September-11 October 1975
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

South Africa 6-21 October 1975
British Stationery and Office Products Federation
(Contact: L. Pagliero, Tel. 01-580 9256)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

South Africa 18 October-7 November 1975
Slough and District Chamber of Commerce and Industry
(Contact: J. Peck, MBE ERD, Tel. Slough 33633).
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

South Africa 1-15 November 1975
Dundee Chamber of Commerce
(Contact: C. W. Simms, CA, Tel. Dundee 22122)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

Tanzania, Kenya, Mauritius 2-15 November 1975
London Chamber of Commerce and Industry
(Contact: J. Muir, Tel 01-248 4444)
(FPB contact: M. A. Burrows, Ext. 7091)
Cut off date: passed)

South Africa 16 November-6 December 1975
Walsall Chamber of Commerce and Industry
(Contact: N. E. Turner, Tel. Walsall 25671)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

1976

South Africa 7-28 February 1976
Merseyside Chamber of Commerce and Industry
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 1.11.75)

Nigeria 15 February-1 March 1976
Birmingham Chamber of Commerce
(Contact: T. L. Edgar, Tel. 021-454 6171)
(FPB contact: M. A. Burrows, Ext. 7091)
(Cut off date: 15.11.75)

South Africa 21 February-14 March 1976
Luton and Dunstable District Chamber of Commerce
(Contact: H. H. Gore, Tel. Luton 23456/7)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 21.10.75)

South Africa 6-28 March 1976
Bristol Chamber of Commerce
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 2.12.75)

South Africa 18 April-8 May 1976
The Scottish Council.
(Contact: D. Reid, Tel. 031-225 7911)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 16.1.76)

South Africa 1-15 May 1976
Engineering Industries Association
(Contact: Col. R. E. Scott, MBE, MC, Tel. 01-863 9188)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 1.2.76)

South Africa 16-28 May 1975
Bristol Food Export Council
(Contact: I. S. Harrison, Tel 01-839 4181/2)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 6.1.76)

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South Africa 22 May-12 June 1976
Development Corporation for Wales
(Contact: M. Lewis, Tel. Cardiff 21208)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 22.2.76)

South Africa 12-30 June 1976
Leeds Chamber of Commerce
(Contact: C. Wilson, Tel. Leeds 30401)
(FPB contact: Mrs. W. M. MacIver, Ext 325)
(Cut off date: 12.3.76)

South Africa—26 June-17 July 1976
Coventry Chamber of Commerce
(Contact: R. Willington, Tel. Coventry 51777)
(FPB contact: Mrs. W. M. MacIver, Ext 325)
(Cut off date: 26.3.76)

South Africa 11-25 September 1976
Birmingham Chamber of Commerce and Industry
(Contact: G. Ashmore, Tel. 021-454 6171)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 11.6.76)

South Africa 8-29 October 1976
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 8.7.76)

South Africa 24 October-7 November 1976
Wolverhampton Chamber of Commerce
(Contact: C. J. Garder, Tel. Wolverhampton 20638)
(FPB contact: Mrs W. M. MacIver, Ext. 325)
(Cut off date: 22.7.76)

South Africa 20 November- 11 December 1976
The North Staffordshire Chamber of Commerce and Industry
(Contact: J. J. Glover, Tel. Stoke on Trent 44731)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 20.8.76)

Americas, including the Caribbean

1975

Jamaica 12-19 July 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: L Devine, Ext. 318)
(Cut off date: passed)

USA 31 July-15 August 1975
British Jewellery and Giftware Federation
(Contact: C. J. O. Webb, Tel. 01-606 0871)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: passed)

Brazil 1-14 August 1975
Agricultural Engineers Association
(Contact: E. C. Lanning, Tel. 01-828 7973)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

USA 25 August-7 September 1975
Development Corporation for Wales (Wales Week in New York)
(Contact: M. Lewis, Tel. Cardiff 21208)
(FPB contact: C. J. Wareing, Ext. 7242)
(Cut off date: passed)

USA 25 August-7 September 1975
Development Corporation for Wales
(Contact: M. Lewis, Tel. Cardiff 21208)
(FPB contact: C. J. Wareing, Ext. 7242)
(Cut off date: passed)

Brazil 1-14 September 1975
Engineering Industries Association
(Contact: Col. R. Scott, Tel. 01-863 9188)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Venezuela, Brazil 1-20 September 1975
Westminster Chamber of Commerce
Contact: D. A. A. Treherne Tel. 01-734 2851)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Venezuela 13-21 September 1975
London Chamber of Commerce
(Contact: J. M. Worsley, Tel. 01-248 4444)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Canada 14-24 September 1975
Birmingham Chamber of Commerce and Industry
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: passed)

USA and Canada 14 September-4 October 1975
British Ceramic Manufacturers Federation.
(Contact: N. Nelson, Stoke-on-Trent 48631)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: passed)

Canada 16-26 September 1975
Clothing Export Council
(Contact: Jayne Smith, Tel. 01-734 9744)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: passed)

USA and Canada 17-27 September 1975
The Briar Pipe Trade Association
(Contact: L. A. Chapuis, Tel. 01-992 0873)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: passed)

USA 20 September-4 October 1975
Master Craftsmen's Association and Retail Export
(Contact: Mr. O. Gallaway, Tel. 01-734 4809)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: passed)

USA and Canada
22 September-12 October, 1975
Irish Linen Merchants Association
(Contact: E. D. L. Seccombe, Tel. Lisburn (02382) 77377)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: passed)

USA and Canada 27 September-9 October 1975
Glasgow Chamber of Commerce
(Contact: N. Neil, Tel. 041-204 2121)
(FPB contact: C. J. Wareing, Ext. 7242)
(Cut off date: passed)

USA 27 September-11 October 1975
Allied Brewery Traders Association
(Contact: J. A. Ingoldby, Tel. 01-691 3950)
(FPB contact: Miss F. Cooleen, Ext. 7094)
(Cut off date: passed)

USA 28 September-10 October 1975
British Hospital Export Council
(Contact: J. Harris, Tel. 01-262 2641)
(FPB contact: J. W. Coupar, Ext. 7097)
(Cut off date: passed)

USA, Canada 28 September-12 October 1975
Ship and Boat Builders National Federation
(Contact: A. D. H. Hough, Tel. 01-405 7481)
(FPB contact: C. J. Wareing, Ext. 7242)
(Cut off date: passed)

Peru September 1975
British Metalworking Plant Makers Association
(Contact: M. C. G. Man, Tel. 01-834 8085)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

USA, Canada 5-17 October 1975
East London and South West Essex Export Club
(Contact: F. R. Rose, Tel. 01-599 2989)
(FPB contact: Miss F. Cooleen, Ext. 7094)
(Cut off date: July 1975)

Venezuela and Peru 5-25 October 1975
Scientific Instrument Manufacturers Association
(Contact: L. J. Nolder, Tel. 01-727 2614)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Puerto Rico, Haiti, Dominican Republic
13-30 October 1975
West India Committee
(Contact: Lt. Col. M. R. Robinson, Tel. 01-629 6353)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: passed)

Venezuela, Colombia 16-31 October 1975
Manchester Chamber of Commerce
(Contact: S. Butler, Tel. 061-832 5574)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

USA (Oil Industry) 18-31 October 1975
Yorkshire and Humberside Development Association
(Contact: Dr. W. I. Skewis, Tel. Leeds 444639)
(FPB contact: J. W. Coupar, Ext. 7097)
(Cut off date: passed)

USA 1-9 November 1975
Agricultural Engineers Association Ltd.
(Contact: E. C. Lanning, Tel. 01-828 7973)
(FPB contact: Miss F. Cooleen, Ext. 7094)
(Cut off date: 31.7.75)

USA and Canada 1-15 November 1975
The Scottish Council
(Contact: Miss M. Bell, Tel. 031-225 7911)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: passed)

USA and Canada 2-14 November 1975
British Knitting Export Council
(Contact: A. R. Bicknell, Tel. 01-734 6277)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: 2.8.75)

Brazil 2-17 November 1975
Export Association of Nottingham
(Contact: W. Palmer, Tel. Nottingham 293360)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 31.7.75)

Colombia, Venezuela
22 November-6 December 1975
Birmingham Engineering and Building Centre
(Contact: Mr. D. W. Perkins, Tel 021-643 1914
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Brazil 1-14 December 1975
Gauge and Toolmakers Association
(Contact: N. R. Smith, Tel. High Wycombe 444645)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 29.8.75)

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1976

Brazil, Mexico February-March 1976
Dundee and Tayside Chamber of Commerce
(Contact: C. W. Sims, Tel. Dundee 22122)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: not yet arranged)

Curacao, Aruba, Barbados Spring 1976
West India Committee
(Contact: Miss L. Boyd, Tel. 01-629 6353)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

Argentina, Brazil 9-22 May 1976
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
Cut off date: 1.2.76)

Venezuela, Colombia, Ecuador June 1976
Birmingham Chamber of Commerce
(Contact: G. Ashmore, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 1.3.76)

Brazil, Venezuela 1-25 July 1976
North of England Development Council
(Contact: A. Wilson, Tel. Newcastle upon Tyne 610026)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 1.4.76)

Brazil 13-27 August 1976
Engineering Industries Association
(Contact: Colonel R. E. Scott, Tel. 01-863 9188
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 14.5.76)

Colombia, Venezuela 18-30 October 1976
Gauge and Toolmakers Association
(Contact: A. R. Smith, Tel. 0494 444645)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 18.7.76)

Australasia

1975

Australia, New Zealand
24 June-24 July 1975
Ship and Boat Builders National Federation
(Contact: A. D. H. Hough, Tel. 01-405 7481)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

New Zealand and Australia, (New Zealand 8-13 September, Australia 14 September-3 October) 8 September-3 October 1975
Bristol Chamber of Commerce Industry and Shipping
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

New Zealand, Australia (15-28 September New Zealand, 29-September-12 October Australia) 15-September-12 October 1975
The Merchant Converters Association
(Contact: O. J. Makower, Tel. 01-439 1632)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Australia 9-25 October 1975
Birmingham Chamber of Commerce and Industry
(Contact: Mr. R. A. Jackson, Tel. 021-454 6171)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Australia, New Zealand
30 October-28 November 1975
British Paper and Board Industries Federation
(Contact: J. F. Nason, Tel. 01-583 0686, Ext. 44)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 25.7.75)

Australia November 1975
Lighting Industry Federation Ltd.
(Contact: D. Pinder, Tel. 01-636 0766, Ext. 12)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 30.7.75)

1976

Australia, New Zealand February 1976
Federation of Sussex Industries
Contact: Mrs. N. Potter, Tel. Brighton 26282)
FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 30.10.75)

New Zealand, Australia 21 March-10 April 1976
London Chamber of Commerce
(Contact: Miss Diane Wright, Tel. 01-248 4444)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 31.12.75)

Australia
March 1976
British Furniture Manufacturers Export Club
(Contact: Mr. J. Diab, Tel. 01-580-6300)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: not yet arranged)

Australia, New Zealand March-April 1976
The North Staffordshire Chamber of Commerce and Industry
(Contact: J. Glover, Tel. Stoke on Trent 44731)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 28.11.75)

New Zealand, Australia Srping 1976
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 5.11.75)

Australia, New Zealand May 1976
City of Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 31.1.76)

Australia May 1976
Portsmouth Chamber of Commerce
(Contact: Mr. R. J. C. Haldings,
Tel. Portsmouth 25351-2)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 3.2.76)

New Zealand, Australia May-June 1976
The Scottish Council Development and Industry
Contact: Miss Mary Bell, Tel. 031-225 7911)
FPB contact: Mrs. P. W. Davies, Ext. 7093)
Cut off date: 20.2.76)

Australia, New Zealand
10 September-15 October 1976
Merseyside Chamber of Commerce
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 30.4.75)

New Zealand, Australia
24 October-10 November 1976
Dundee Chamber of Commerce
(Contact: C. W. Simms, Tel. Dundee 22122/3)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 20.7.76)

Australia November 1976
Walsall Chamber of Commerce and Industry
(Contact: N. E. Turner, Tel. Walsall 25671)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 15.7.76)

Asia (Far East)

1975

Singapore, Australia (Singapore 20 July-8 August, Australia 8-13 August)
20 July-13 August 1975
Engineering Industries Associtaion
(Contact: Col. R. E. Scott, Tel. 01-863 9188)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Japan 1-12 September 1975
Federation of British Audio
(Contact: A. J. R. Terenzani, Tel. 01-734 7471)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: passed)

Philippines, South Korea (7-13 September Philippines, 20-27 September South Korea)
7-27 September 1975
Federation of Manufacturers of Construction Equipment and Cranes
(Contact: J. Annetts, Tel. 01-353 3020)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: passed)

Japan 13-27 September 1975
Development Corporation for Wales
(Contact: M. Lewis, Tel. Cardiff 21208)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Singapore 19-26 September 1975
North Western Export Club
(Contact: H. Robertshaw, Tel. 051-236 8100)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: passed)

Malaysia 20-27 September 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: passed)

Japan 22 September-3 October 1975
Northern Ireland Chamber of Commerce
(Contact: Mrs. B. Simonton, Tel. Belfast 34488
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Peoples Republic of China 13-18 October 1975
Birmingham Chamber of Commerce
(Contact: R. Jackson, Tel. 021-454 6171)
FPB contact: D. C. Stewart, Ext. 689)
(Cut off date: passed)

Singapore 6-11 October 1975
Book Development Council
(Contact: Miss L. Meeney, Tel. 01-580 6321)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: passed)

South Korea 10-18 October 1975
Birmingham Chamber of Commerce and Industry
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

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Japan 12-24 October 1975
Edinburgh Chamber of Commerce
(Contact: D. Mowat, Tel. 031-225 5851)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: passed)

Japan, Hong Kong (Hong Kong, 12-18 October, Japan, 18-31 October) 12-31 October 1975
London Chamber of Commerce
(Contact: Miss D. Wright, Tel. 01-248 4444)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Singapore, Malaysia (Singapore, 1-9 November, Malaysia, 10-18 November) 31 October-18 November 1975
Wolverhampton Chamber of Commerce and Industry
(Contact: C. J. Garder, Tel. Wolverhampton 26726)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: passed)

Japan 10-21 November 1975
North of England Development Council
(Contact: A. Wilson, Tel. 0642 612525).
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: passed)

Hong Kong, Philippines, Malaysia (Hong Kong, 14-22 November, Philippines, 22-28 November, Malaysia, 29 November-5 December) 14 November-5 December 1975
The Merseyside Chamber of Commerce and Industry
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 28.7.75)

Singapore 22-29 November 1975
Scottish Council (Development and Industry)
(Contact: Miss Mary Bell, Tel. 031-225 7911)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 23.8.75)

Malaysia, Singapore, Philippines (Malaysia, 24-29 November, Singapore, 1-6 December, Philippines, 8-13 December) 22 November-13 December 1975
City of Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 12.8.75)

Indonesia, Malaysia November-December 1975
London Chamber of Commerce
(Contact: E. MacDonald, Tel. 01-248 4444 Ext. 308)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: not yet arranged)

1976

Hong Kong, Japan (Hong Kong, 12-15 January, Japan, 16-24 January) 12-24 January 1976
British Menswear Guild
(Contact: P. A. O. McGrath, Tel. 01-491 7546)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: 26.9.75)

Singapore 14-29 February 1976
Dundee and Tayside Chamber of Commerce (Offshore Oil)
(Contact: John Aitken, Tel. Dundee 22122)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 10.11.75)

Singapore February 1976
Association of British Oceanic Industries
(Contact: M. Armstrong, Tel. 01-839 4089)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 10.11.75)

Korea Republic of (South Korea) 24 April-2 May 1976
Scientific Instrument Manufacturers Association
(Contact: L. J. Nolder, Tel. 01-727 2614)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 19.11.75)

Malaysia, Singapore 25 April-9 May 1976
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 9.1.76)

Thailand, Hong Kong November 1976
Birmingham Chamber of Commerce and Industry
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 16.8.76)

Asia (Middle East)

1975

Saudi Arabia, Oman 17-30 October 1975
Scottish Council for Development and Industry
(Contact: E. Frizzell, Tel. 031-225 7911)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

Lebanon, Jordan, Syria, Iraq 20 October-9 November 1975
London Chamber of Commerce
(Contact: D. Gray: Tel. 01-248 4444)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

Kuwait, Bahrain, Qatar, Abu Dhabi, Dubai, Oman 23 October-14 November 1975
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

Kuwait, Lebanon 3-15 November 1975
Leicester Chamber of Commerce
(Contact: H. L. Milliard, Tel. Leicester 27171)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

Libya 4-12 November 1975
London Chamber of Commerce
(Contact: J. M. Worsley, Tel. 01-248 4444)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: passed)

Bahrain, Oman, Saudia Arabia 22 November-5 December 1975
Birmingham Chamber of Commerce
(Contact: T. Edgar, Tel. 021-454 6171)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: 15.8.75)

Iran 1-10 December 1975
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: 1.9.75)

1976

Iran January 1976
Sheffield Chamber of Commerce
(Contact: J. M. Marvin, Tel. 0742 730114)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: 3.10.75)

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news. Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Iran February 1976
Bradford Chamber of Commerce
(Contact: M. A. Sewell, Tel. 0274-28166)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: 10.10.75)

Iran and Turkey April 1976
Birmingham Chamber of Industry and Commerce.
(Contact: T. L. Edgar, Tel. 021-454 6171)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: 16.1.76)

Dubai, Abu Dhabi, Qatar, Bahrain, Kuwait November 1976
Scottish Council Development and Industry
(Contact: Miss M. Bell, Tel. 031-225 7911)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: not yet arranged)

Europe

USSR 22-26 September 1975
Leicester and County Chamber of Commerce and Industry
(Contact: H. L. Millard, Tel. Leicester 27171)
(FPB contact: D. C. Stewart, Ext. 7213)
(Cut off date: passed)

Finland, Sweden 23 September-1 October 1975
London Chamber of Commerce
(Contact: E. MacDonald, Tel. 01-248 4444)
(FPB contact: Mrs. M. R. Todd, Ext. 7207)
(Cut off date: passed)

USSR 5-14 October 1975
North of England Development Council
(Contact: J. L. Hobbs, Tel. Newcastle-upon-Tyne 610026)
(FPB contact: D. C. Stewart, Ext. 7213)
(Cut off date: passed)

Finland 24-26 November 1975
British Knitting Export Council
(Contact: Mrs. J. Broughton, Tel. 01-734 6277)
(FPB contact: Mrs. M. R. Todd, Ext. 7207)
(Cut off date: September 1975)

1976

Finland May 1976
Dundee and Tayside Chamber of Commerce
(Contact: Mr. Sims, Tel. Dundee 22122)
(FPB contact: Mrs. M. R. Todd, Ext. 7207)
(Cut off date: January 1976)

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Sections 2—4

Trade fairs and exhibitions

Requests for information about trade fair costs and conditions should be made to the organisers or their United Kingdom agents. The Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London, EC4M 7HU will be pleased to answer general inquiries about events in Sections 2—4. The telephone number is 01-248 5757, extensions:

Belgium, Cyprus, Greece, Irish Republic, Israel, Luxembourg, Malta, Spain, Switzerland, Turkey	**7110**	**Middle East, North Africa, Afghanistan**	**604**
Bonn, Cologne, Dusseldorf, Netherlands	**225**	**China, East Germany, Poland, Yugoslavia**	**689**
Other towns in Western Germany, Austria, Netherlands	**7180**	**Bulgaria, Czechoslovakia, Hungary, Romania, USSR**	**7121**
Denmark, Finland, Iceland, Norway, Sweden	**7220**	**Africa (other than North), America (Central and South)**	**505**
France	**567**	**Asia, Australia, New Zealand**	**7099**
Italy, Portugal	**7202**	**Canada, Caribbean, United States**	**7176**
		United Kingdom	**7109**

No responsibility is taken for the standing of organisations or individuals mentioned in these lists nor dates etc. which may be subject to alteration.

* event held annually at approximately the time stated.
† event held in alternate years at approximately the time stated.

The events listed in Section 1 are not included in Sections 2 or 3.

Section 2

Trade fairs and exhibitions within Europe

General fairs

1975

MALMÖ:
Scania Trade Fair—August 1975
Apply: Stiftelsen Skanemassen, Stadiomgaten 25, Box 19015, S-200, 73 Malmö, 19 Sweden (Tel. 040/800 30).

MOSCOW:
Exhibition of Plant Protection—20-29 August 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

IZMIR:
International Trade Fair—20 August-20 September 1975
* Apply: British Chamber of Commerce of Turkey, 69 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

SALONIKA:
International Trade Fair—31 August-14 September 1975
* Apply: Foire Internationale de Thessalonika, Salonika, Greece (Tel. 71 823).

UTRECHT:
International Autumn Trade Fair—September 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STRASBOURG:
International Trade Fair—4-15 September 1975
Apply: M. le President, 9 Rue Brulee, Strasbourg.

ZAGREB:
International Autumn Fair—5-14 September 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

DIEPPE:
Franco-British Trade Fair—6-14 September 1975
Apply: Federation of Sussex Industries, Seven Dials Corner, Brighton, Sussex.

VIENNA:
International Trade Fair (Autumn)—10-14 September 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

BARI:
International Samples Fair—12-22 September 1975
Apply: Fiera Del Levente, 70123 Bari, Italia.

GOTHENBURG:
Consumer Goods Fair (Dagens Hushall)—13-21 September 1975
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg (Tel. 031 200 00. Telex 20600 Maessan S).

GHENT:
International Fair—13-28 September 1975
Apply: Ghent International Fair, Floraliapaleis, B-900 Ghent (Tel. 09/22.40.22).

MARSEILLES:
International Autumn Fair—19-29 September 1975
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

GRAZ:
Autumn Fair—27 September-5 October 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 5ER (Tel. 01-584 6938.

METZ:
International Autumn Fair—27 September-6 October 1975
Apply: The Sam Black Organisation Ltd., 4 Harmsworth Way, London N20 8JU (Tel. 01-445 5256).

ZAGREB:
New Year's Fair—16-29 December 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

MARSEILLES:
International Spring Fair—March 1976
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

UTRECHT:
International Spring Trade Fair—7-11 March 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951)

VIENNA:
International Trade Fair (Spring)—1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

LYON:
International Trade Fair—April 1976
Apply: Exhibitions and Trade Fairs International Ltd., 943A Brighton Road, Purley, Surrey (Tel. 01-668 2467).

METZ:
International Spring Fair (Expometz)—April 1976
Apply: The Sam Black Organisation Ltd., 4 Harmsworth Way, London N20 8JU (Tel. 01-445 5256).

SAARBRUCKEN:
International Saar Fair—April 1976
* Apply: Internationale Saarmesse, 66 Saarbrücken, Messelgelände.

ZAGREB:
International Consumer Goods Fair—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BASLE:
Swiss Industries Fair—24 April-3 May 1976
Apply: Schweizer Mustermesse, 4021 Basle (Tel. 061/26 20 20).

GRAZ:
Spring Fair—30 April-9 May 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

DUBLIN:
Spring Show and Industrial Fair—4-8 May 1976
* Apply: R. D. S. Spring Show, Ballsbridge, Dublin (Tel. 680645).

VALENCIA:
International Trade Fair—May 1976
* Apply: Feria Muestrario Internacional, Apartado 476, Valencia, Spain.

BORDEAUX:
International Trade Fair—May 1976
Apply: Foire Internationale de Bordeaux, Parc des Expositions, 33 Bordeaux (Tel. 44 83 15).

LILLE:
International Trade Fair—May 1976
Apply: Weiget Leygonie and Co. Ltd., 31/32 Kings Street, W.C.2 (Tel. 01-836 4825/9).

PARIS:
International Trade Fair (Foire de Paris)—May 1976
Apply: French Chamber of Commerce, 196 Sloane Street, S.W.1 (Tel. 01-235 2212).

CYPRUS:
First International (State) Fair—15 May-6 June 1976
Apply: Cyprus State Fairs Authority, PO Box 3551, Nicosia, Cyprus (Tel. 48918-48919).

BILBAO:
International Trade Fair—July 1976
* Apply: Feria Internacional de Muestras de Bilbao, Plaza de Pedro MA DE Basterrecmea, 2 Apartado 468, Bilbao 13.

MALTA:
International Trade Fair—1-15 July 1976
* Apply: The Malta Trade Fair Corporation, The Fair Grounds. Naxxar, Malta.

IZMIR:
International Trade Fair—20 August-29 September 1976
* Apply: British Chamber of Commerce of Turkey, 69 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

VIENNA:
International Trade Fair (Autumn)—1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

METZ:
International Autumn Fair—September 1976
Apply: The Sam Black Organisation Ltd., 4 Harmsworth Way, London N20 8JU (Tel. 01-445 5256).

SALONIKA:
International Trade Fair—September 1976
* Apply: Foire Internationale de Thessaloniki, Salonika, Greece (Tel. 71 823).

STRASBOURG:
International Trade Fair—September 1976
Apply: M. le President, 9 Rue Brulee, Strasbourg.

MARSEILLES:
International Autumn Fair—September 1976
Apply: Frank L. Crane, Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

UTRECHT:
International Autumn Trade Fair—September 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BERLIN:
German Industries Exhibition—18-26 September 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

GRAZ:
Autumn Fair—2-10 October 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

ZAGREB:
New Year's Fair—16-29 December 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

VIENNA:
International Trade Fair (Spring)—March 1977
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

UTRECHT:
International Spring Trade Fair—March 1977
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GRAZ:
Spring Fair—1977
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

SAARBRUCKEN:
International Saar Fair—April 1977
* Apply: International Saarmesse, 66 Saarbrücken, Messegelände.

VALENCIA:
International Trade Fair—May 1977
Apply: Feria Muestrario Internacional, Apartado 476, Valencia, Spain.

BILBAO:
International Trade Fair—July 1977
Apply: Feria Internacional de Mustras de Bilbao, Plaza de Pedroma de Basterrechea, 2 Apartado 468, Bilbao 13.

GRAZ:
Autumn Fair—1977
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

UTRECHT:
International Autumn Trade Fair—September 1977
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

VIENNA:
International Trade Fair (Autumn)—September 1977
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

BERLIN:
German Industries Exhibition—September 1977
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

Agriculture, forestry, fishing, and agricultural machinery

1975

KLAGENFURT:
Austrian Timber Fair—9-17 August 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

MOSCOW:
Livestock Farming Exhibition—September/October 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

CREMONA:
Agricultural Fair—26 September-8 October 1975
* Apply: Ente Autonomo Manifestazioni Fieristiche di Cremona, Via Solferino 33, 26100 Cremona.

ST. GALLEN:
Agricultural and Dairy Show (OLMA)—9-19 October 1975
* Apply: Swiss Embassy, 16-18 Montagu Place, London W1M 2BQ (Tel. 01-723 0701).

BOLOGNA:
International Exhibition of the Agricultural Equipment Manufacturing Industry—19-23 November 1975
Apply: E. A. Per le Fiere di Bologna, Piazza Costituzione, 6-40128, Bologna, Italy.

1976

BERLIN:
International Green Week—23 January-1 February 1976
Apply: German Chamber of Industry and Commerce 11 Grosvenor Street, London SW1X 7EE (Tel 01-235 9947).

PARIS:
Leisure Power Cultivation Show—March 1976
Apply: M. Grimaud, 95 rue St.-Lazare, Paris (9e) (Tel. 874 97 24).

ZAGREB:
4th International Furniture and Timber Industry Fair—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Agricultural Exhibition (DLG)—21-27 May 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

KLAGENFURT:
Austrian Timber Fair—8-16 August 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

ST. GALLEN:
Agricultural and Dairy Show (OLMA)—7-17 October 1976
* Apply: Swiss Embassy, 16-18 Montagu Place, London W1M 2BQ (Tel. 01-723 0701).

UTRECHT:
International Trade Show for Intensive Animal Production—13-17 October 1976
Apply: Exhibition Consultants, 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

BERLIN:
International Green Week—January 1977
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

BORDEAUX:
Triennial Fishing Exposition (Interfishing)—8-12 March 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STUTTGART:
87th Agricultural Show—September/October 1977
Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

Aircraft and aeronautical equipment

1976

GOTHENBURG:
Aviation Fair—12-16 May 1976
Apply: Svenska Massan Stiftelse, S-41251, Gothenburg (Tel. 031 200 000. Telex 20600 Maessan S).

TOULOUSE:
Aeronautical and Space Exhibition—June 1976
Apply: M. Mar-Degan Commissaire General, 11 Bd. des Recollets, 31070 Toulouse (Tel. 52 78 40).

Books and periodicals

1976

NICE:
International Book Exhibition—May 1976
Apply: General Commissarait and Administrative Services, 4 Boulevard Carabcel, 06 Nice.

Building, public works and construction equipment

1975

LUXEMBOURG:
Inter Road Construction and Maintenance Equipment Exhibition—30 September-11 October 1975
Apply: Mack Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans, Herts. (Tel. 56 63213).

MADRID:
International Building and Construction Exhibition—8-19 October 1975
Apply: Feria Internacional de le Construccion Y Obras Publicas, Avda de Portugal S/N (Feria del Campo), Apartado 11044, Madrid 11.

BOLOGNA:
International Exhibition of Building Techniques and Equipment (SAIE)—11-19 October 1975
Apply: E.A. Per le Fiere di Bologna, Piazza Costituzione, 6-40128 Bologna, Italy.

1976

GOTHENBURG:
Building Fair (BYGG)—10-14 March 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg (Tel. 031 200 000. Telex 20600 Maessan S).

ZAGREB:
8th International Building Fair—22-27 April 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Building and Public Works Materials and Equipment Exhibition (Expomat)—14-23 May 1976
Apply: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

1977

MADRID:
International Building and Construction Exhibition—October 1977
Apply: Feria Internacional de la Construccion Y Obras Publicas, Avda de Portugal S/N (Feria del Campo), Apartado 11044, Madrid 11.

Chemicals and allied industries, including plastics

1975

GOTHENBURG:
Chemical Exhibition (Kemimassa)—25-29 November 1975
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg, Sweden (Tel. 031 200 000. Telex 20600 Maessan S).

1976

MUNICH:
93rd Congress and Exhibition of the German Surgical Society—28 April-1 May 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

HAMBURG:
10th International Congress and Exhibition of Biochemistry (IUB)—25-31 July 1976
Apply: Dr. W. Fritsche, c/o Gesellschaft Deutsche Chemiker, PO 900440, D6000 Frankfurt-am-Main 90 (Tel. 0611-7917320).

BASLE:
International Exhibition of Colour Technology for the Paint, Plastics, Printing Ink and Allied Industries—7-11 September 1976
Apply: Mack Brooks, Exhibitions Ltd., 62-64 Victoria Street, St. Albans, Herts AL1 BXT (Tel. 56 63213).

1977

BRUSSELS:
International Plastics Exhibition (Europlastica)—1977
Apply: Europlastica, Palais du Centenaire B-1020 Brussels (Tel. 02/78/48/60. Telex 23.643).

Clothing

1975

COPENHAGEN:
9th Scandinavian Menswear Fair—24-26 August 1975
Apply: Erhvervenes Udstillingsselskab, Bella-Centret Center Boulevard, DK 2300, Copenhagen S, Denmark. (Tel. (01) 51 8811). Telex 31188 Bella DK).

AMSTERDAM:
Men's Fashion Trade Fair—31 August-2 September 1975
Apply: Ver de Ned, Herenmodebeurs, Van Eeghenstrat 101, Amsterdam.

BRUSSELS:
International Baby Show—14-17 September 1975
Apply: Brussels International Trade Fair, Palais du Centenaire, B-1020 Brussels (Tel. 02/78.48.60. Telex 23.643).

BRUSSELS:
International Clothing Exhibition (Vestirama)—14-17 September 1975
* Apply: Textirama, Martelaarslaan 15, B9000 Gent.

TURIN:
International Ladies' Fashion Trade Fair (Samia)—4-7 October 1975
* Apply: Mrs. R. Stewart, 2 Woodlands, Roundwood Road, Baildon, Yorks (Tel. 0274 56851).

CANNES:
International Festival of Ready to Wear Clothing—9-13 October 1975
Apply: Societe Charm SA, Les Residence Du Grand Hotel, 45 La Croisette, 06400 Cannes (Tel. 38 78 24).

VIENNA:
Ladies Fashion Show—12-14 October 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

BERLIN:
Fashion Week (including Interchic)—12-15 October 1975
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

PARIS:
International Exhibition of Women's Ready-To-Wear Clothing (Pret-a-Porter)—18-22 October 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

DUSSELDORF:
International Fashion Show (Igedo)—26-30 October 1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

WIESBADEN:
International Millinery Trade Fair (Interhut)—November 1975
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

1976

PARIS:
International Fur Exhibition—March 1976
Apply: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

GOTHENBURG:
Mode International Fashion Week—March 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg, Sweden (Tel. 031 200 000. Telex 20600 Maessan S).

MUNICH:
International Fashion Week—28 March-1 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing (Pret-a-Porter)—Spring Session—3-7 April 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

VIENNA:
Ladies' Fashion Show—April 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

BERLIN:
Fashion Week (including Interchic)—4-7 April 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

WIESBADEN:
International Millinery Trade Fair (Interhut)—June 1976
* Apply: Internationale Hutfachmesse Für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

VIENNA:
Ladies' Fashion Show—October 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing 'Pret-a-Porter' Autumn Session—October 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

MUNICH:
International Fashion Week—3-7 October 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BERLIN:
Fashion Week (including Interchic)—10-13 October 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

WIESBADEN:
International Millinery Trade Fair (Interhut)—November 1976
* Apply: Internationale Hutfachmesse Für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

1977

DUSSELDORF:
International Fashion Show (Igedo)—March 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

MUNICH:
International Fashion Week—March/April 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BERLIN:
Fashion Week (including Interchic)—April 1977
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

DUSSELDORF:
International Fashion Show (Igedo)—April 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

VIENNA:
Ladies' Fashion Show—April 1977
* Apply: Office of the Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing (Pret-a-Porter) Spring Session—April 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

WIESBADEN:
International Millinery Trade Fair (Interhut)—June 1977
* Apply: Internationale Hutfachmesse Für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

DUSSELDORF:
International Fashion Show (Igedo)—September 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

BERLIN:
Fashion Week (including Interchic)—October 1977
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

MUNICH:
International Fashion Week—October 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

VIENNA:
Ladies' Fashion Show—October 1977
* Apply: Office of the Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

DUSSELDORF:
International Fashion Show (Igedo)—October 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing (Pret-a-Porter) Autumn Session—October 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

WIESBADEN:
International Millinery Trade Fair (Interhut)—November 1977
* Apply: Internationale Hutfachmesse Für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

Display and shop equipment

1975

BRNO:
Display Art Exhibition (Arbien)—26 October-2 November 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200/8235).

ZAGREB:
7th International Exhibition of Tourism and Catering and Shop Equipment (TU-EX)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Retail Trades Equipment Show (Equip' Mag)—17-24 November 1975
Apply: French Trade Exhibition, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

1976

ZAGREB:
International Exhibition of Tourism and the Hotel, Catering and Shop Equipment (TU-EX '76)—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Engineering, electrical and electronic, including radio and television

1975

BERLIN:
International Radio and Television Exhibition—29 August-7 September 1975
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

MILAN:
International Fair of Music and High Fidelity—4-8 September 1975
* Apply: Segreteria Generale, Via Vitruvio 38, 20124 Milan.

COPENHAGEN:
Radio-Tv '75 (50th Anniversary Exhibition)—5-14 September 1975
Apply: Erhvervenes Udstillingsselskab Bella Centret, Center Boulevard, DK 2300, Copenhagen S, Denmark (Tel. (01) 51 8811. Telex 31188 Bella DK).

CANNES:
Market for Video-Cassette Programmes and Equipment (Videom)—19-24 September 1975
Apply: R. Buckle, 25 Berkeley House, Hay Hill, London W1X 8JB (Tel. 01-493 5563).

GENEVA:
International Telecommunications and Space Exhibition—2-8 October 1975
Apply: Secretariat, 18 Quai Ernest Ansermet, 1211 Geneva 4 (Tel. (022) 26 42 20).

LJUBLJANA:
International Exhibition of Electronics, Telecommunications, Automation, Nuclear Techniques (Electron, KA '75)—7-11 October 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BARCELONA:
Photo, Television and Radio Exhibition (Son'Mag)—11-19 October 1975
Apply: Feria Oficial de Internacional de Muestras en Barcelona, Av. Maria Cristina, Barcelona 4.

BRNO:
International Film and Television Fair 'Filmforum'—26 October-3 November 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

DUBLIN
The Irish Electronics Show (Itron)—4-6 November 1975
Apply: Euro Marketing Services Ltd., 9 Herbert Place, Dublin 2 (Tel. 763247/8).

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BRUSSELS:
International Electricity Fair (Interelectronic)—25-29 November 1975
Apply: Fair, Avenue Moliere 74, 1180 Brussels.

1976

COPENHAGEN:
Scandinavian Lighting Fair (Luxpo 76)—17-21 January 1976
Apply: Bella Centret, Center Boulevard, DK 2300, Copenhagen S, Denmark (Tel. (01) 51 8811. Telex 31188 Bella DK).

GOTHENBURG:
Scandinavian Lighting Fair (Skandinaviak Beslysningmassa) 21-25 January 1976
Apply: Svenska Massan, Stiftelse. S-41251 Gothenburg, Sweden (Tel. 031-200 000 Telex 20600 Maessan s).

PARIS:
International Festival of Sound—March 1976
Apply: S.D.S.A. 14 Rue de Presles, Paris 75015.

CANNES:
Market for Videocassette Programmes and Equipment (Vidcom)—September 1976
Apply: R. Buckle, 25 Berkley House, Hay Hill, London W1X 8JB (Tel. 01 493 5563).

UTRECHT:
Exhibition of Equipment for Production, Transportation and Distribution of Electricity including Measuring, Regulating and Control Equipment (Electrotechniek)—September/October 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. 01-486 1951).

BRNO:
International Film and Television Fair—31 October-6 November 1976
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London (Tel. 935 8200).

1977

BRUSSELS:
International Exhibition of Civil Engineering and Construction Site Equipment (Intermat)—4-12 June 1977
Apply: Foire Internationale de Bruxelles, Palais du Centenaire, B-1020 Brussels.

VIENNA:
International Electronics Exhibition (Industrielle Elektronik)—October 1977
Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

Engineering, other

1975

TURKEY:
5th European Conference of Earthquake Engineering—22-25 September 1975
Apply: De Prem Arasfirme Enstitusu, Konur Sokak 4/2 Ankara, Turkey.

PADUA:
International Exhibition of Mechanical Handling, Storage and Distribution (Tramag)—October 1975
* Apply: Fiera Internazionale di Padova, Via N Tommaseo 59 35100 Padua.

LISBON:
42nd International Foundry Congress —5-10 October 1975
Apply: Secretariat 42 CIF, Rua Manuel Pinto de Azevedo, 419 Portugal. Telex 22481.

1976

BASLE:
4th International Fair for Mechanical Handling (IFM '76) —25 February-4 March 1976
Apply: Messesekeetariat IFM 76, c/o Schweizer Mustermesse, Postfach, CH4021, Basle.

HAMBURG:
Exhibition and Conference on Automatic Testing—23-26 March 1976
Apply: Hamburg Fairs and Congress Company, 13 College Place, Southampton, Hants SO1 2FE (Tel. 0703-31134/5.

PARIS:
French Machine Tool and Mechanical Factory Equipment Exhibition—April 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Woodworking Machinery Exhibition (Expobois)—April 1976
Apply: Pierre Maret Secretarie General du Comite des Expositions de Paris, 7 Rue Copernic, 75016 Paris (Tel. 553 86 30).

ZAGREB:
7th International Welding Fair—18-24 May 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1. (Tel. 01-486 1951).

BASLE:
7th International Diecasting Exhibition—June 1976
Apply: Mack Brooks Exhibitions Ltd., 62/64 Victoria St., St. Albans, AL1 3XT, Herts (Tel. (56) 63213).

ZAGREB:
3rd International Exhibition of Machine-Tools and Tools (BIAM)—14-19 June 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1915).

COPENHAGEN:
International Exhibition of Materials, Handling, Material/Flow Systems, In Warehousing, Production and Transport—August 1976
Apply: Bella Centret, Center Boulevard, DK 2300, Copenhagen S, Denmark (Tel. (01) 51 8811. Telex 31188 Bella DK).

MUNICH:
International Exhibition of Winter Service Equipment and Appliances (Winter-Dienst 76)—4-7 September 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

COPENHAGEN:
International Fair for Tools and Machine Tools (Intertool)—November 1976)
Apply: Bella Centret, Center Boulevard, DK 2300, Copenhagen S, Denmark (Tel. (01) 51 8811. Telex 31188 Bella DK).

Foodstuffs, food machinery, hotel and catering equipment

1975

BERNE:
21st European Meat Research Congress—31 August-5 September 1975
Apply: Aussteller Genossenschaft BEA, Postfach 1009, CH 3001 Berne.

STUTTGART:
International Viticulture Exhibition (Intervitis)—4-10 September 1975
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

BRUSSELS:
Food and Home Exhibition—4-19 October 1975
* Apply: Simpa, Boulevard du Jardine Botanique 29-31, B1000 Brussels.

GOTHENBURG:
International Fair for Food Technology and Processing (Interfood '75)—21-25 October 1975
Apply: Swedish Trade Fair Foundation, S-41251 Gothenburg, Sweden (Tel. 031 200 000. Telex 20600 Maessan).

BRNO:
International Catering Exhibition (Inteco)—26 October-2 November 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8234).

BARCELONA:
International Hotel Equipment Exhibition (Hogarhotel 15)—12-23 November 1975
Apply: Avenida de Maria Cristina, Parque de Montjuich, Barcelona.

GENOA:
International Hotel and Tourist Equipment Exhibition (Tecnhotel)—15-23 November 1975
Apply: Ente Autonomo Fiera Internazionale di Genova, Piazzale J. F. Kennedy, 16129 Genoa.

GENOA:
International Wines and Spirits Exhibition (BIBE)—15-23 November 1975
Apply: Ente Autonomo Fiera Internazionale di Genova, Piazzale J. F. Kennedy, 16129 Genoa.

ZAGREB:
7th International Exhibition of Tourism and Catering and Shop Equipment (TU-EX)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Exhibition of Hotel and Catering Trades (Igafa)—21-26 November 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

UTRECHT:
International Food Fair 1976 (ROKA)—
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
International Chocolate Biscuit and Confectionery Exhibition—January 1976
Apply: M. J. Deschoenmacker, Sogestor SPRL, Rue Duquesnoy 14, B1000 Brussels.

BERLIN:
Trade Fair for Communal Feeding and Catering (Multiserva)—12-15 March 1976
Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1 7EE (Tel. 01-235 9947).

HAMBURG:
International Trade Fair for the Hotel, Catering and Bakery Trade—14-19 March 1976
Apply: Hamburg Fairs and Congress Company, 13 College Place, Southampton, Hants SO1 2FE (Tel. 0703-31134).

PARIS:
International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc)—April 1976
Apply: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

STUTTGART:
International Trade Fair for the Hotel Catering and Bakery Trades (Intergastra)—1-8 April 1976
† Apply: GES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

ZAGREB:
16th International Food Fair—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
International Exhibition of Tourism and the Hotel, Catering and Shop Equipment (TU-EX '76)—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Food Industry Trade Fair (Ikofa)—September 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BERLIN:
Trade Fair for Communal Catering (Multiserva '76)—12-15 October 1976
Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

FRANKFURT:
Federal German Hotel and Restaurant Trade Show—21-28 October 1976
Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4P 4AD (Tel. 01-236 5050).

1977

WIESBADEN:
Trade Fair for Cafe and Partisserie Equipment (Inter Kondica Ca '77)—1977
Apply: Ausstellerverzeichnis, Mit Lageplan, Branchenverzeichnis, Leistungsschau.

Footwear

1975

STOCKHOLM:
Swedish Shoe Fair—September 1975
Apply: G. P. Claringbold, Overseas Trade Show Agencies Ltd., 113/123 Upper Richmond Road, London SW15 2TL (Tel. 01-789 0901).

ELDA:
International Footwear and Allied Industries Exhibition—9-13 September 1975
Apply: Feria Internacional del Calzado e Industrias Afines, PO Box 104, Elda.

1976

ZAGREB:
25th International Leather and Footwear Week—24-28 February 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Furniture, furnishings, household equipment and hardware

1975

COPENHAGEN:
Home Textile Fair (Texpo '75)—September 1975
Apply: Erhvervenes Udstillingsselskab, Bella Centret, Center Boulevard, DK 2300, Copenhagen S, Denmark (Tel. (01) 51 8811. Telex 31188 Bella DK).

MILAN:
International Exhibition of Household Goods and Hardware (Macef)—4-8 September 1975
Apply: Exhibitions and Trade Fairs International Ltd., 943A Brighton Road, Purley, Surrey (Tel. 01-668 2467).

BRUSSELS:
International Hardware Trade Fair—6-9 October 1975
Apply: Norman F. Keenan and Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).

VALENCIA:
1st International Furniture Fair—20-26 October 1975
Apply: Feria Espanola del mueble, Benimamet, Palacio Ferial, Apartado 210, Valencia.

COPENHAGEN:
International Exhibition of Equipment and Machinery for the Furniture Industry (In-TEK '75)—November 1975
Apply: Erhvervenes Udstillingsselskab Bella Centret, Center Boulevard, DK 2300, Copenhagen S, Denmark (Tel. (01) 51 8811. Telex 31188 Bella DK).

CHARLEROI:
International Household Exhibition—1-16 November 1975
Apply: Palais des Expositions, Avenue de l'Europe, Charleroi.

1976

PARIS:
International Arts of Home-Making Exhibition (Arts Menagers)—February-March 1976
* Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

COPENHAGEN:
Scandinavian Hardware Fair (Scan Fair '76)—March 1976
Apply: Bella Centret, Center Boulevard, DK 2300, Copenhagen S, Denmark (Tel. (01) 51 8811. Telex 31188 Bella DK.)

PARIS:
Materials and Items to be used for the Manufacture of Furniture, Chairs and Bedding (Approfal)—3-8 April 1976
Apply: Commissariat General, Comite des Expositions, 7 Rue Copernic, 75782 Paris Cedex 16. (Tel. 553 86 30).

ZAGREB:
4th International Furniture and Timber Industry Fair—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

COPENHAGEN:
Scandinavian Furniture Fair—12-16 May 1976
Apply: Bella Centret, Center Boulevard, DK 2300, Copenhagen S, Denmark, (Tel. (01) 51 8811. Telex 31188 Bella DK).

ST. GALLEN:
International Furniture Fair (Intermoebel)—September 1976
Apply: Intexpo, Museumstrasse 1, 9004 St. Gallen.

UTRECHT:
Soft Furnishings Exhibition (Inter Decor)—September 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BASLE:
International Hardware Fair (Interferex)—5-7 September 1976
Apply: Interferex AG, CH-8001, Zurich.

Heating and ventilating

1976

MILAN:
Exhibition and Congress for Heating and Ventilating, Refrigeration and Sanitary Engineering (Mostra Convegno) —March 1976
Apply: Direzoine E Segreteria, 20126 Milano, Via Fratelli Bressan 2.

Horticulture and horticultural equipment

1975

MANNHEIM:
Federal Garden Show—18 April-19 October 1975
Apply: Bundesgartenschau Manheim GmbH, 68 Mannheim 1. Gottleib Daimler Straasse 14.

GHENT:
International Exhibition for Horticultural Technology—28 November-1 December 1975
Apply: Centre de Foires, Professionnelles et de Salons, Lange Kruisstraat 7, B-9000 Ghent.

1976

GOTHENBURG:
Gardening Tools and Plants Exhibition (Tradgard Och Fritid)—10-14 March 1976
Apply: Svenska Massan Stiftelse. S-41251 Gothenburg. (Tel. 031 200 000. Telex. 20600 Maessan S).

GENOA:
3rd International Flower and Ornamental Plants Exhibition (Euroflora)—24 April-2 May 1976
Apply: Ente Autonomo Fiera Internasionale di Genova, Casella Postale 1834, Genova, Italy.

STUTTGART:
The Building and Landscaping of Garden Parks Sports Areas and Open Spaces (Galabau '76)—11-13 June 1976
Apply: CES (Overseas) Ltd., 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

1977

STUTTGART:
Amateur Gardeners Exhibition (Dein-Garten)—23-27 March 1977
† Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

STUTTGART:
Federal Garden Show—Autumn 1977
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

Hospital, medical, surgical and dental equipment

1975

MOSCOW:
Exhibition of Orthopedy—July/August 1975
Apply: The USSR Chamber of Commerce, Department o f International and Foreign Exhibitions, 1-a Sokolnicheski Val. Moscow.

COPENHAGEN:
International Biophysics Congress and Exhibition—4-9 August 1975
Apply: Bella Centret, Center Boulevard, DK 2300, Copenhagen S, Denmark (Tel. (01) 51 8811. Telex 31188 Bella DK).

PARIS:
International Congress of the International Confederation for Plastic and Reconstructive Surgery—24-29 August 1975
Apply: R. Mouly, 40 rue Bichat, 75010 Paris.

LJUBLJANA—YUGOSOLAVIA:
Ophthalmologists Congress of Yugoslavia—September 1975
Apply: Association of Ophthalmologists of Yugoslavia, Yey Clinic, Zaloska Cesta 2, 61000 Ljubjana.

BELGRADE—YUGOSLAVIA:
1st International Fair of Technological Innovations and Transfer Technology—6-14 September 1975
Apply: Association of Graduate Engineers and Technicians of Yugoslavia.

MILAN:
48th National Congress of the Italian Urological Society—17-20 September 1975
Apply: Aisc Assistenza Internazionale Servizi di Congresso, 00198 Roma-Via G.B. Martini 6.

NOVISAD—YUGOSLAVIA:
Yugoslav Symposium on Clinic and Pathology of Hiperlipoproteinenis—26-27 September 1975
Apply: Clinic Hospital Cour Elinika 2A Interne Bolesti, Prof. A. Svircevic, Hajduk Veljkovni, 21000 Novisad.

MÜNSTER:
Exhibition and Meeting of the German Society of Encephalography (EEG)—29 September-3 October 1975
Apply: Halle Münsterland, GmbH, 44 Münster Postfach, 3440 (Tel. (0251) 6 00 21).

SIBENIK—YUGOSLAVIA:
11th Congress of Psychotherapeuticians of Yugoslavia—October 1975
Apply: Association of Psychotherapeuticians of Yugoslavia, Secretary General E. Klajin, Centre for Protection of Mental Wholesomeness Clinic, 41000 Zagreb.

BRUSSELS:
International Hospital and Medical Equipment Exhibition—16-23 October 1975
Apply: Exhibitions and Trade Fairs International Ltd., 943A Brighton Road, Purley, Surrey (Tel. 01-668 2467).

1976

DUBLIN:
Irish Medical Engineering, Hospital Equipment Supplies and Services Exhibition (IMED—7-14 April 1976
Apply: Euro Marketing Services Ltd., 9 Herbert Place, Dublin.

NUREMBERG:
Exhibition for Hospital Equipment and Supplies (FAB)—18-21 May 1976
Apply: NMA Nürnberger Messe, und Austell ungs Gesellschaft GmbH 85 Nürnberg, Messe Zentrum, (Tel. (0911) 8 66 31).

BASLE:
International Fair for Medical Electronics and Bioengineering (Medex)—15-18 June 1976
Apply: Swiss Industries Fair, 4021 Basle (Tel. 061/26 20 20).

VIENNA:
6th International Trade Exhibition of Medical and Hospital Equipment (IFAS)—October 1976
Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

BRUSSELS:
International Optical Fair (Incof)—20-23 November 1976
Apply: Norman F. Keenan and Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).

PARIS:
International Dental Congress and Exhibition—November 1976
Apply: Jacques Charon, Secretariat General, 22 Avenue de Villiers, 75017 Paris (Tel. 924 85 32).

1977

ZURICH:
International Fair for Hospital and Medical Equipment (IFAS)—May 1977
Apply: Arbeitsgemeinschaft fur Fachmessen, Sekretariat, Hofackerstrasse 36, 8032 Zurich.

Jewellery and giftware

1975

GOTHENBURG:
Pack Upp (Giftware Show)—August 1975
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg, Sweden (Tel. 031 200 00. Telex 20600 Maessan S).

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—3-8 September 1975
M. Blin-Mme. Beax, 45 Rue des Petites-Ecuries, 75010 Paris (Tel. 770.81.15).

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—7-15 September 1975
Apply: M. Bernhardt, 10 Rue Charlot, 75003 Paris (Tel. 272 26 94).

FRANKFURT:
International Silverware Exhibition and Trade Fair—3-6 October 1975
Apply: Diamantenboarse Frankfurt, 6 Frankfurt, Stephenstrasse 3.

1976

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—January 1976
Apply: M. Blin-Mme Beax, 45 Rue des Petites Ecuries, 75010 Paris (Tel. 770 81 15).

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—January 1976
Apply: M. Bernhardt, 10 Rue Charlot, 75003 Paris (Tel. 272 26 94).

GOTHENBURG:
Pack Upp (Giftware Show)—January 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg, Sweden (Tel. 031 200 000. Telex. 20600 Maessan S).

MUNICH:
ernational Trade Fair for Watches, Clocks, Jewellery and Silverware with their Manufacturing Equipment (Ihorgenta)—30 April-4 May 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
Jewellery, Silverware Clocks, Watches and Gifts Exhibition (Bijorhca)—September 1976
Apply: M. Bernhardt, 10 Rue Charlot, 75003 Paris (Tel. 272 26 94).

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—September 1976
Apply: M. Blin-Mme Beax, 45 Rue des Petites-Ecuries, 75010 Paris (Tel. 770 81 15).

1977

MUNICH:
International Trade Fair for Watches, Clocks, Jewellery, Precious Stones and Silverware with Manufacturing Equipment—March 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Leather, leather goods and fur

1975

PIRMASENS:
Leather Week—4-6 November 1975
Apply: Pirmasenser Messe GmbH, 678 Pirmasens, Dankelsbachstrasse 19 (Tel. 06331-851)

1976

BRUSSELS:
International Leather Goods Exhibition—January 1976
* Apply: Cenum, rue du Progress 34, B1000 Brussels.

PARIS:
Leathergoods and Luggage Exhibition—January 1976
Apply: M. Thomas, Salon de la Maroquinerie et Articles de Voyage, 6 rue Beranger, 75003 Paris.

ZAGREB:
25th International Leather and Footwear Week—24-28 February 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PIRMASENS:
Leather Week—May 1976
* Apply: Pirmasenser Messe GmbH, 678 Pirmasens, Dankelsbachstrasse 19 (Tel. 06331-851).

PIRMASENS:
Leather Week—November 1976
* Apply: Pirmasense Messe GmbH, 678 Pirmasens, Dankelsbachstrasse 19 (Tel. 06331-851).

1977

PIRMASENS:
Leather Week—May 1977
* Apply: Pirmasenser Messe GmbH, 678 Pirmasens, Dankelsbachstrasse 19 (Tel. 06331-851).

PIRMASENS:
Leather Week—November 1977
* Apply: Pirmasenser Messe GmbH, 678 Pirmasens, Dankelsbachstrasse 19 (Tel. 06331-851).

Motor vehicles, motor cycles and cycles

1975

MUNICH:
Winter Services Equipment Fair—4-7 September 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

TURIN:
International Commercial Motor Show— 1-9 November 1975
Apply: Turini Esposizioni, Corso Massimo d'Azeglio 15, Turin.

1976

GENEVA:
International Commercial Vehicle Show—24 January-1 February 1976
Apply: Salon International de l'Automobile, Quai Ernest Ansermet, Case Postale 65, 1211 Geneva.

GENEVA:
International Motor Show (Salon de l'Automobile)—11-21 March 1976
Apply: Salon International de l'Automobile, 1211 Geneva 4 (Tel. (022) 21 95 33).

BARCELONA:
International Motor Show—April/May 1976
Apply: Salon Internacional del Automovil, Av. Maria Cristina, Parque de Montsuich, Barcelona.

MUNICH:
Winter Services Equipment Fair—4-7 September 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

BARCELONA:
International Motor Show—April/May 1977
Apply: Salon Internacional del Automovil, Av. Maria Cristina, Parque de Montsuich, Barcelona.

Office machinery and equipment

1975

MILAN:
International Office Equipment Exhibition (SMAU)—16-21 September 1975
Apply: Secretary, Organising Committee, C.50 Venezia 47/49, 20121 Milan, Italy.

COPENHAGEN:
International Office Equipment Exhibition (Kontor og Data '75)—25 September/2 October 1975
Apply: Bella Centret, Center Boulevard, DK 2300, Copenhagen S, Denmark (Tel. (01) 51 8811. Telex 31188 Bella DK).

COLOGNE:
Exhibition for Organisation and Technique in Office and Works (Orgatechnik)—October 1975
Apply: J. Naylor, Lufthansa House, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

BERLIN:
Office Equipment Exhibition (Buro-Data)—15-18 October 1975
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1 7EE (Tel. 01-235 9947).

MADRID:
International Office Equipment Fair (SIMO '75)—7-16 November 1975
Apply: Comite Organizador, Plaza Conde del Valle Suchil 8, Pabellon de Cristal, Feria del Campo, Madrid.

1976

VIENNA:
International Office Organisation Exhibition (Ifabo)—May 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

STUTTGART:
Office Machinery and Office Furniture Exhibition (Das Moderne Buro)—September/October 1976
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

FRANKFURT:
Office Supplies Exhibition—October 1976
* Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4P 4AD (Tel. 01-236 5050).

TEL AVIV:
International Exhibition of Office Equipment, Data Processing and Printing (Timprint)—18-22 October 1976
Apply: Yerid Hamizrakh Exhibitions Co. Ltd., PO Box 21075, Tel Aviv 61210.

ZAGREB:
8th International Exhibition of Data Processing Systems and Office Equipment (Interbiro '76)—18-23 October 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
Trade Exhibition of Office Machines, Office Furniture and Organizational Methods (BURO)—26-28 October 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

VIENNA:
International Office Organisation Exhibition (Ifabo)—May 1977
* Apply: Office of the Austrian Foreign Trade Representative,1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

BERLIN:
Office Equipment Exhibition (Buro-Data)—October 1977
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

Packaging machinery and materials, including containers

1976

ZAGREB:
7th International Packaging Fair (Modernpak)—22-27 April 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

UTRECHT:
International Packaging Exhibition (Macropak)—10-15 May 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
5th International Packaging Show (Propack)—22-26 May 1976
Apply: Palais du Centenaire, B-1020 Brussels, Belgium (Telex 26643).

DUBLIN:
Irish Packaging Exhibition—Autumn 1976
Apply: Industrial Trade Fairs (Ireland) Ltd., City Hall Deansgate, Manchester M3 4PM.

GOTHENBURG:
Scanpack Packaging Fair—19-24 October 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg (Tel. 031 200 000. Telex 20600 Maessan S).

1977

BASLE:
International Packaging Exhibition (Swiss Pack)—17-25 May 1977
Apply: Schweizer Mustermesse, 4021 Basle (Tel. 061/26 20 20).

Printing, stationery and printing machinery

1975

AMSTERDAM:
Exhibition International Research Association for Newspaper Technology—13-15 October 1975
Apply: Secretariat: Washingtonplatz 1, Darmstadt, BRD.

1976

BASLE:
International Exhibition of Colour Technology for the Paint, Plastics, Printing Ink and Allied Industries—7-11 September 1976
Apply: Mack Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans AL1 3XT, Herts (Tel. (56) 62213.)

GOTHENBURG:
Contact (Reproduction, Printing, Paper Exhibition)—10-14 November 1976
Apply: Svenska Massan Stiftelse. S-41251, Gothenburg (Tel. 031 200 000. Telex 20600 Maessan S).

Scientific instruments and nuclear equipment

1975

BUCHAREST:
Exhibition of British Scientific Instrumentation—Autumn 1975
Apply: Publicom Romanian International Agency, Boulevard N. Balescu, Bucharest, Romania.

AMSTERDAM:
Exhibition of Scientific, Medical and Industrial Instruments (HET Instrument)—24 September-2 October 1975
Apply: Secretariat: Coop. ver Het Instrument, Sparrenlaan 2, Soest.

1977

BORDEAUX:
International Exhibition and Colloquium on Nuclear Techniques and New Sources of Energy (Energiexpo)—24-28 January 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Ships and boats

1975

GOTHENBURG:
Floating Boat Show—19-22 September 1975
Apply: Svenska Massan Stiftelse. S-41251, Gothenburg (Tel. 031 200 000. Telex 20600 Maessan S).

FRIEDRICHSHAFEN:
International Boat Show (Interboot)—27 September-5 October 1975
* Apply: Exhibitions and Trade Fairs (International) Ltd. 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467).

ZAGREB:
4th International Nautical Show (Internautika)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

MUNICH-
Caravan, Boat and Accessories Exhibition—7-15 February 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BERLIN:
International Boat Show and Watersport Exhibition—March 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

ZAGREB:
International Nautical Show (Internautika '76)—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GOTHENBURG:
Sea Transport and Shipbuilding Exhibition (Maritime)—12-16 May 1976
Apply: Svenska Massan Stiftelse, S-41251, Gothenburg, Sweden (Tel. 031 200 000, Telex 20600 Maessan S).

FRIEDRICHSHAFEN:
International Boat Show (Interboot)—September/October 1976
* Apply: Exhibitions and Trade Fairs (International) Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467).

COPENHAGEN:
International Boat Show—6-14 November 1976
Apply: Bella Centret, Center Boulevard, DK 2300, Copenhagen S, Denmark (Tel. (01) 51 8811. Telex 31188 Bella DK).

Sports goods and camping equipment, including caravans

1975

PARIS:
Professional Show of Open Air Sports and Pastimes Articles (Sisel)—14-16 September 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS, LE BOURGET:
Caravan Exhibition—2-12 October 1975
Apply: M. Rotival, 35 re des Renaudes, 75017 Paris (Tel. 267 39 44).

BERNE:
Trade Fair of Summer Sports Goods and Textiles (Bespo)—12-14 October 1975
Apply: Herr H. Anliker, Bespo (Intersport), Gerbestrasse 2, CH-3072 Ostermundigen.

BASLE:
1st International Show of Ski, Snow and Winter Sports (Snow '75)—25 October-2 November 1975
Apply: Swiss Industries Fair, Postfach, CH-4021 Basle, Switzerland (Tel. 061/26 20 20).

DUSSELDORF:
Mobilheim '75—25 October-2 November 1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

BRUSSELS:
International Caravan and Winter Sports Exhibition—November 1975
* Apply: Vac Expo, Avenue Charles Quint 345, B1080 Brussels.

ZAGREB:
4th International Fair of Sports and Recreation Equipment (Sportex)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

STUTTGART:
Motor Sport Leisure Exhibition—January/February 1976
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

MUNICH:
Caravan, Boat and Accessories Exhibition—7-15 February 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Sports Equipment Fair (ISPO)—26-29 February 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GRENOBLE:
International Winter Sports Exhibition (Alpexpo)—March 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

ZAGREB:
International Fair of Sports and Recreation Equipment (Sportex '76)—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STUTTGART:
International Collectors' Exchange and German Weapon Fair (ISA '76)—May 1976
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS:
Summer Sports and Leisure Exhibition (Sisel)—September 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Caravan Exhibition—October 1976
Apply: M. Rotivel, 35 Rue des Renaudes, 75017 Paris.

1977

MUNICH:
Caravan, Boat and Accessories Exhibition—February 1977
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Sports Equipment Fair (ISPO)—February 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STUTTGART:
International Collectors' Exchange and German Weapon Fair (ISA '77)—May 1977
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

FRIEDRICHSHAFEN:
International Boat Show (Interboot)—September/October 1977
* Apply: Exhibitions and Trade Fairs (International) Ltd. 943A Brighton Road, Purley, Surrey (Tel. 01-668 2467).

Textiles and textile machinery

1975

ZAGREB:
International Contract-Making on Textile Products (Kutex)—3-5 November 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

ZAGREB:
3rd International Textile Industry Fair—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Toys and games

1976

PARIS:
International Toy Exhibition—February 1976
Apply: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

VALENCIA:
International Toy Fair—21-27 February 1976
Apply: Feria Internacional del Suguete, Bervimamet Palacio Ferial, Apartado 476, Valencia.

Watches and clocks

1976

MUNICH:
International Trade Fair for Watches, Jewellery, Precious Stones and Silverware.—April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BESANCON:
International Clock and Watchmaking Industries Exhibition (Micronora)—May 1976
Apply: M. Lagranget Parc des Expositions Planoise, 25-Besancon.

BERNE:
International Exhibition for Miniaturised Automation—22-27 September 1976
Apply: Sama International, Case Postale 1052, CH-2501 Bienne (Tel. 032 23 66 36).

1977

MUNICH:
International Trade Fair for Watches, Jewellery, Precious Stones and Silverware—April 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1975

MOSCOW:
International Exhibition of Irrigation and Drainage—20-29 August 1975
Apply: The USSR Chamber of Commerce Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

PARIS:
Europrotection—16-19 September 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square London, W.1. Tel. 01-486 1951).

GRENOBLE:
Anti-Pollution Techniques and Equipment Exhibition—29 September-3 October, 1975
Apply: Jacques Ch Deloy, Alpexpo 38029 Grenoble, Cedex France.

MILAN:
Industrial Cleaning Maintenance and Sanitation Exhibition (Pulisan)—20-24 November 1975
* Apply: Via P. de Cannobio, 9 20122 Milan.

1976

PARIS:
Man, Air, Water, Noise and Waste Exhibition (Environnement-Expo)—15-18 June 1976
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PADOVA:
Congress of the International Solid Wastes and Public Cleansing and Exhibition—SEP/Pollution—20-27 June 1976
Apply: The Secretary, I.S.W.A.- Sep/Pollution Fiera Internazionale di Padova, via N. Tommaseo, 59, 35100 Padova, Italy.

GOTHENBURG:
Anti-Corrosion Fair (Scancorr)—10-14 November 1976
Apply: Svenska Massan Stiftelse, S-41251, Gothenburg. (Tel. 031 200 000. Telex 20600 Maessan S).

Other specialised fairs

1975

DUSSELDORF:
Undertakers Trade Fair—1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

AMSTERDAM:
Commercial Exhibition of Crystallographic Equipment 7-14 August 1975
Apply: RAI, Europlien, Amsterdam.

BRUSSELS:
International Energy Exhibition—September 1975
Apply: Brussels International Trade Fair, Palais du Centenaire, B 1020 Brussels.

HERNING—DENMARK:
Handicrafts and Industrial Fair (Hi-75)—2-9 September 1975
Apply: A/S Herning Hallen 7400, Herning (Tel. (07) 126000).

AMSTERDAM:
National Trade Fair for Retail Spirit Dealers—7-8 September 1975
Apply: RAI, Europaplien, Amsterdam.

PARIS, LE BOURGET:
Technical Assembly Days—9-12 September, 1975
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

CORK:
Packaging, Print and Plastic Exhibition (Corkpak)—23-25 September 1975
Apply: Euro Marketing Services Ltd., 9 Herbert Place, Dublin 2. (Tel. 763247/8).

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ZAGREB:
3rd International Exhibition of Teaching Appliances and Training Equipment (Educa)—6-11 October 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

TEL AVIV:
International Safety, Security and Protection Exhibition (Isspro)—7-14 October 1975
Apply: Yerid Hamizrakh Exhibitions Co. Ltd., PO Box 21075, Tel Aviv 61210.

BRNO:
Display Art Exhibition (Arbien)—
26 October-2 November 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

PARIS:
Do-it-Yourself Exhibition (Bricolage)—
30 October-11 November 1975
Apply: M. Devos, 42 Rue du Louvre 75001 Paris. (Tel. 231 40 31).

GOTHENBURG:
Environmental Care (Scanmiljo)—November 1975
Apply: Svenska Massan Skanegaten 26, S-412 51 Gotenburg, Sweden, (Tel. (031) 200 000).

GOTHENBURG:
Education and Training Equipment Exhibition (Utbuildning) —11-14 November 1975
Apply: Svenska Massan Stiftelse. S-41251). Gothenburg. Sweden, (Tel. 031 200 000. Telex 20600 Maessan S).

MUNICH:
International Exhibition of Technical Systems and Apparatus for Educational Purposes (Visodata)—
11-14 November 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
7th International Exhibition of Tourism, and Catering and Shop Equipment (Tu-ex)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GENEVA:
International Exhibition of Inventions and New Techniques —28 November-7 December 1975
Apply: International Commercial Network Ltd., 17 Victoria Avenue, Harrogate, Yorks.

PARIS, LE BOURGET:
International Entertainment Technology and Leisure Equipment Exhibition (Forainexpo-Amusexpo)—
1-4 December 1975
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
International Industrial Fastener Engineering Exhibition (Interfast)—1-5 December 1975
Apply: Exhibitions for Industry Ltd., 157 Station Road East, Oxted RH8 0QF, Surrey. (Tel. Oxted 4371. Telex 95359).

1976

BASLE:
International Exhibition for the Non-Woven Fabrics, Disposables and Short Life Products Industries (Interslix)—27-31 January 1976
Apply: Mack Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans AL1 3XT. Herts.

MUNICH:
Caravan, Boat and Accessories Exhibition—
7-15 February 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Trade Fair for Watches, Clocks, Jewellery and Silverware (Inhorgenta)—14-17 February 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BASLE:
4th International Mechanical Handling Exhibition (IFM '76)—25 February-4 March 1976
Apply: Swiss Industries Fair, Postfach, Basle 4021, Switzerland.

MUNICH:
International Light Industries and Handicrafts Fair (IHM) —13-21 March 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

UTRECHT:
Techni-Show—22-27 March 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BOLOGNA:
International Perfumery and Cosmetics Exhibition—
April 1976
Apply: Ente Fiere Bologna, Piazza Costituzione 6, 40128 Bologna.

ZAGREB:
6th International Mining Fair—22-27 April 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
17th International Crafts Fair—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
International Exhibition of Tourism and the Hotel, Catering and Shop Equipment (Tu-ex '76)—
22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STUTTGART:
International Collectors' Exchange and German Weapon Fair (ISA '76)—May 1976
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

BRNO:
International Inventions and Innovations Exhibition (Invex)—16-27 May 1976
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200).

DORTMUND:
International Schools Exhibition—17-21 May 1976
Apply: Das Schelverwaltungsant der Stadt Dortmund, Schulaustellung, 4600 Dortmund, Balkenstrasse 12-20.

ZAGREB:
3rd International Exhibition of Material Protection and Industrial Finish (Anticorrosion)—18-22 May 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-286 1951).

BASLE:
'Animals and Man' Information Show and Exhibition—
22-30 May 1976
Apply: Swiss Industries Fair, 4021 Basle, Switzerland.

STUTTGART:
International Trade Exhibition for Home Improvement Supplies (Do-It-Yourself)—8-12 September 1976
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

GENEVA:
International Industrial Safety and Security Exhibition (Eurosaf)—13-17 September 1976
Apply: Exhibitions for Industry Ltd., 157 Station Road East, Oxted, Surrey RH8 0QC (Tel. (988) 4371).

BASLE:
2nd International Knitting Machinery Exhibition—
21-25 September 1976
Apply: Mack Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans, Herts AL1 3XT (Tel. (56) 63213).

BERNE:
International Exhibition for Miniaturised Automation—
22-27 September 1976
Apply: Sama International, Case Postale 1052, CH-2501 Bienne (Tel. 032 23 66 36).

ESSEN:
International Security and Police Equipment Exhibition (Safety '76)—October 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GENEVA:
Interacting Computer Graphics Conference and Exhibition—5-8 October 1976
Apply: Mack Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans, Herts AL1 3XT (Tel. (56) 63213).

PARIS, LE BOURGET:
International Entertainment Technology and Leisure Equipment Exhibition (Forainexpo-Amusexpo)—
13-15 December 1976
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

MUNICH:
Caravan, Boat and Accessories Exhibition—February 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BORDEAUX:
Oceanexpo/Interfishing—8-13 March 1977
Apply: M. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Light Industries and Handicraft Fair (IHM)— Spring 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Exhibition of Advanced Transportation Systems (Transport-Expo)—19-24 April 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STUTTGART:
International Collectors' Exchange and German Weapons Fair (ISA '77)—May 1977
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

STUTTGART:
Internation Shutter and Blinds Fair (R.77)—May 1977
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS, LE BOURGET:
Technical Assembly Days—13-16 September 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Section 3
Trade fairs and exhibitions outside Europe

General fairs

1975

WELLINGTON:
World Trade Fair—20 August-6 September 1975
Apply: Wellington Show Association Inc., PO Box 7105, Wellington, NZ.

BAGHDAD:
International Trade Fair—1-24 October 1975
* Apply: Directorate General of Exhibition, Fairs and Trade Centres, Damascus Street, Al-Mansour, Baghdad, Iraq.

GUATEMALA:
International Fair of Guatemala—
31 October-15 November 1975
Apply: Comite Permanente de Exposiciones, Parque Centro America, 8A Calle 2-33, Guatemala, C.A.

LIMA:
Pacific International Trade Fair—November 1975
Apply: L. Noya, 11-13 Baker Street, London, W.1 (Tel. 01-681 1539).

1976

SYDNEY:
Australian International Trade Fair—13-22 February 1976
Apply: Hoyts National Exhibitions, 8 Wilmot Street, Sydney NSW 2000.

SYDNEY:
Royal Easter Show—March 1976
* Apply: Royal Agricultural Society of New South Wales, Driver Avenue, RAS Showground, Paddington NSW 2021.

Agriculture, forestry, fishing, and agricultural machinery

1975

ADELAIDE:
Royal Agricultural and Horticultural Show
29 August-6 September 1975
Apply: Royal Agricultural and Horticultural Society of South Australia Inc. The Show Grounds, Wayville, South Australia 5034.

SANTIAGO:
International Agricultural Fair; (FISA '75)—30 October-16 November 1975

SYDNEY:
Orange National Field Days—10-13 November 1975
Apply: Orange Field Day Corporation Ltd., 205 Anson Street, Orange, NSW 2800.

1976

ATLANTA:
South-Eastern International Poultry Convention—26-29 January 1976
Apply: Mr. Harold E. Ford, South Eastern Poultry and Egg Association, 1456 Church Street, Decatur, Georgia 30030.

TULARE:
California Farm Equipment Show—10-12 February 1976
Apply: Dan T. Johns, Greater Tulare Chamber of Commerce, PO Box 1475, Tulare, California 93274.

LOUISVILLE:
National Farm Machinery Show—11-14 February 1976
Apply: Mr. Les Carlisle, Kentucky Fair and Exhibition Centre, PO Box 21179, Louisville Ky. 40221.

KANSAS CITY:
Western Farm Show—February 1976
J. Keith Melvin, Bus Manager, 638 W39th Street, Kansas City, Mo. 64111.

VANCOUVER:
Forest Industries Equipment Show—June 1976
Apply: Norman Freenan and Associates, Crownhouse, Mordern, Surrey.

ADELAIDE:
Royal Agricultural and Horticultural Show—27 August-4 September 1976
Apply: Royal Agricultural and Horticultural Society of South Australia Inc., The Show Grounds, Wayville, South Australia 5034.

INDIANA:
Farm Progress Show—28-30 September 1976
Apply: Indiana Prairie Farmer, 1308 North Meridian St. (Mr. McKinnie), Indianapolis, Indiana 46202.

1977

TULARE:
California Farm Equipment Show—February 1977
Apply: Dan T. Johns, Greater Tulare Chamber of Commerce, PO Box 1475, Tulare California 93274.

Louisville:
National Farm Machinery Show—February 1977
Apply: Mr. L. Carlisle, Kentucky Fair and Exhibition Centre, PO Box 21179, Louisville, Kentucky 40221.

KANSAS CITY:
Western Farm Show—February 1977
Apply: J. Keith Melvin, Bus Manager, 638 W39th Street, Kansas City Mo. 64111.

Books and periodicals

1976

NEW DELHI:
World Book Fair—16-25 January 1976
Apply: National Book Trust, India, A-5 Green Park, New Delhi 16

DENVER:
Special Libraries Association Conference, 6-10 June 1976
Apply: Special Libraries Association. Conference Exhibit Application, 235 Park Avehue, New York, NY 10003.

Chemicals and allied industries, including plastics

1975

MELBOURNE:
International Gas Chemical Exhibition—September 1975
Apply: Exhibition Trustees, Exhibition Buildings, Carlton, Victoria 3053.

1976

ATLANTIC CITY:
National Plastics Exposition—September 1976
Apply: Robert T. Kenworthy, 866 United Nations Plaza, New York City, NY 10017.

Clothing

1975

LOS ANGELES:
West Coast National Fashion and Boutique Show—24-27 August 1975
Apply: A. B. Larkin Esq., 50 Hunt Street, Watertown, Massachusetts 02172.

TOKYO:
3rd International Fashion Trade Fair—1-5 October 1975
Apply: Nihon Seni-I Shimbun Co. Ltd., Senba Central Building, 27 Hommachi 3-chome, Higashi-ku, Osaka, Japan 541 (Tel. (06) 252-7431. Telex 63996).

1976

NEW YORK:
National Fashion and Boutique Show—January 1976
Apply: Oscar Plunick, 10 West 33rd Street, New York 10001.

LOS ANGELES:
MRA Marketplace '76—12-15 February 1976
Apply: D. S. Corcoran, Menswear Retailers of America, 390 National Press Building, Washington DC 20004.

NEW YORK:
National Fashion and Boutique Show—June 1976
Apply: Oscar Plunick, 10 West 33rd Street, New York 10001.

Engineering, electrical and electronic, including radio and television

1975

SYDNEY:
International Radio and Electronic Engineering Convention (IREE)—25-29 August 1975
Apply: The Institute of Radio and Electronics Engineers (Australia), 157 Gloucester Street, Sydney, NSW 2000

SYDNEY:
'76 Sounds Fantastic' International Hi-Fi Exhibition—August 1975
Apply: IPC Exhibitions Pty. Ltd., 3-13 Chippendale Street, Chippendale, NSW.

SYDNEY:
Australian Hi-Fi Exhibition—5-7 September 1975
Apply: Australian Hi-Fi Publication Pty. Ltd., 13 Gondola Road, North Narrabeen, NSW.

1976

SYDNEY:
International Control Electronics Telecommunication Instruments and Automation Exhibition (Cetia)—7-11 June 1976
Apply: The Electronics Association of Australia, PO Box 259, Roseville, NSW 2069.

SYDNEY:
International Engineering Exhibition—20-25 September 1976
Apply: Thomsons Exhibition Promotions Pty. Ltd., 47 Chippen Street, Chippendale, NSW, Australia 2008.

MIAMI:
International Association of Police Chiefs—25-30 September 1976
Apply: Mrs. V. Gerhardt, Eleven Firstfield Road, Gaithersburg, Maryland 20760.

Engineering, other

1975

OSAKA:
International Welding Show—22-26 August 1975
Apply: Japan Welding Engineering Society, 10-17 1-chome, The Sanpo Inc., Tokyo 105.

CLEVELAND:
Iron and Steel Exposition—22-25 September 1975
Apply: Association of Iron and Steel Engineers, Su.. 2350, 3 Gateway Centre, Pittsburg, Pa 15222.

CHICAGO:
World Energy Engineering Exposition and Congress—3-6 November 1975
Apply: Clapp and Poliak Inc., 245 Park Avenue, New York, NY 10017.

1976

HOUSTON:
Southwestern Tool Exposition and Engineering Conference—27-29 January 1976
Apply: Society of Manufacturing Engineers, 20501 Ford Road, Dearborn, Michigan. 48128 (Tel. (313) 271 1500).

PHILADELPHIA:
Plant Engineering and Maintenance Show—17-20 May 1976
Apply: Clapp and Poliak, 245 Park Afcnue. New York City, NY 10017.

HALIFAX, CANADA:
International Power Transmission and Control Exhibition—30 August-3 September 1976
Apply: Commercial Exhibition and Publications Ltd., Riverside House, Hough Street, Woolwich, London SE18 6LR.

VANCOUVER:
Pacific and Industrial Equipment and Material Handling Show—16-18 November 1976
Apply: Roy Wilson Norman Keenan and Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).

USA:
American Surface Finishing Conference and Exposition—1976
Apply: Show Organisers, 20501 Ford Road, Dearborn, Michigan 48128.

Foodstuffs, food machinery, hotel and catering equipment

1975

LOS ANGELES:
Pacific Coast Regional Hotel/Motel Exposition—16-19 August 1975
Apply: Robert M. Riley, Suite 612, 448 S. Hill Street, Los Angeles, Calif. 90013.

TOKYO:
International Restaurant Equipment Fair—1-4 September 1975
Apply: ISCM Japan Inc., Kokado Building, 1-13-18 Akasaka, 1-chome, Minato-ku, Tokyo (Tel. 03-585-8321. Telex J 28887).

1976

SYDNEY:
International Catering Trade Fair—4-8 July 1976
Apply: IPC Exhibitions Pty. Ltd., 3-13 Queen Street, Chippendale, New South Wales, Australia 2008

ANAHEIM:
National Candy Wholesales, Winter Convention 23 February 1976
Apply: National Candy Wholesalers Association, 1430 K Street NW, Washington, DC 20005

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1977

ATLANTIC CITY:
American Baking Industry Exposition 8-13 Oct. 1977
Apply: American Bakers Assn. 1700 Pennsylvania Ave., N.W. Washington DC 20006

Footwear

1976

NEW YORK:
Shoe Show/Footwear Week—3-5 August 1975
Apply: National Shoe Fair of America, Suite 1207, 12 East 36th Street, New York, NY 10016.

Furniture, furnishings, household equipment and hardware

1975

MELBOURNE:
Hardware Trade Fair—2-4 September 1975
Apply: Hardware Retailers Association, 13 Atherton Road, Oakleigh, Victoria 3166.

SYDNEY:
Ideal Homes Exhibition—26 September-1 October or 3-8 October 1975
Apply: Peter Daniel and Associates and Hoyts National Exhibitions, 11 Clarke Street, Crows Nest, NSW.

1976

CHICAGO:
National Home Center Home Improvement 76 Congress and Exposition—14-17 March 1976
Apply: National Home Center, Home Improvement Congress and Exposition, 600 Talcott Road, Park Ridge, Illinois 60068.

Hospital, medical, surgical and dental equipment

1975

BUENOS AIRES:
World Congress of Proctology—26-31 October 1975
Apply: Dr. Arturo Heidenreich, CEN, Corrientos 1115-2 piso, Buenos Aires, Argentina.

Jewellery and giftware

1975

MINNEAPOLIS:
Upper Midwest Allied Gifts Association—March and August 1975
Apply: Mr. Robert Elmore, Executive Secretary, Upper Midwest Merchandise Mart Bldg 800 Washington Avenue, N. Minneapolis, Minn. 55402,

MINNEAPOLIS:
Minneapolis Gift and Jewelry Show—March and August 1975
Apply: Mrs. Helen Brett, Helen Brett Enterprises Inc., 6E Monroe Street, Chicago, Illinois.

1976

NEW YORK:
Annual National Antique Show—February 1976
Apply: National Antique Shows Inc., 11 Warren Street, New York, NY 10007.

CHICAGO:
Chicago Gift Show—27 July-1 August 1975
Apply: Eastern Manufacturers and Importers Exhibit Inc., 220 Fifth Avenue, New York, NY 10001.

Leather, leather goods and fur

1975

ST. LOUIS:
St. Louis Leather Show—1-3 October 1975
Apply: Mrs.Violet Yard, St. Louis Leather Show Inc., 529 North Holmes, St. Louis, Missouri 63122.

1976

ST. LOUIS:
St. Louis Leather Show—17-19 March 1976
Apply: St. Louis Leather Show Inc., 529 North Holmes, St. Louis, Missouri 63122.

ST. LOUIS:
St. Louis Leather Show—13-15 September 1976
Apply: St. Louis Leather Show Inc., 529 North Holmes, St. Louis, Missouri 63122.

Motor vehicles, motor cycles and cycles

1975

SYDNEY:
International Motor Show—29 August-6 September 1975
Apply: Chamber of Automotive Industries, 33 Riley Street, Potts Point NSW.

MELBOURNE:
3rd International Motor Cycle Show—6-14 September 1975
Apply: Riddell Exhibition Promotions Pty Ltd., MacQuarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

SYDNEY:
Transport in the Years Ahead and International Transport Conference—8-11 September 1975
Apply: The General Manager, World Trade Promotions Pty Ltd., 4 Foster Street, Surrey Hills, NSW 2610.

MILWAUKEE:
Off-Highway Vehicle Exhibition—8-11 September 1975
Apply: Henry Martin, Show Manager, 2 Pennsylvania Plaza, New York City, NY 1000.

BOSTON:
National Tyre Dealers and Retreaders Association Convention—4-8 October 1975
Apply: W. C. Miller Dir. Services, 1434 L Street, NW Washington, DC 20005.

1976

MELBOURNE:
4th International Motorcycle Show—September 1976
Apply: Riddell Exhibition Promotions Pty Ltd., MacQuarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

MILWAUKEE:
Off-Highway Vehicle Exhibition—13-16 September 1976
Apply: Educational and Technical Displays Dept., SAE, 2 Pennsylvania Plaza, New York, NY 10001.

Packaging machinery and materials, including containers

1975

OSAKA:
International Packaging Exhibition (Japan Pack 75)—19-23 September 1975
Apply: Japan Packaging Machinery Manufacturers Association, 2nd Nano Bldg. 20-1, Nishishinbashi 2-chome, Minato-ku, Tokyo 105.

USA:
Packaging Converting Machinery Show (PMMI)—October-November 1975
* Apply: W. G. Lowery, Packaging Machinery Manufacturers Institute, 2000 K Street, NW, Washington DC 20006.

CHICAGO:
National Plastics Exposition and Conference—November 1975
Apply: Robert T. Kenworthy Inc., Exposition Management, 866 United Nations Plaza, New York, NY 10017.

1976

SYDNEY:
Pakprint '76—31 May-5 June 1976
Apply: IPC Exhibitions Pty Ltd., 3-13 Queen Street, Chippendale, NSW 2008.

Photographic equipment

1975

CANBERRA:
HYPO '75—6-9 September 1975.
Apply: I. McKenzie, Convenor HYPO '75 Committee Sixth National Biennial Convention Institute of Australian Photography, PO Box 29 Parkville, 3052.

Printing, stationery and printing machinery

1976

TORONTO:
Canadian Graphic Arts Show—14-17 May 1976
Apply: 481 University Avenue. Toronto, Ontariao M5W 1A7.

1977

BOSTON:
New England Printing Machinery Show—18-21 January 1977
Apply: New England Printer and Lithographer, Sheraton Bldg., Atlantic Avenue, Boston, Mass. 02110.

Ships and boats

1975

SYDNEY:
8th Sydney International Boat Show—8-13 August 1975
Apply: Peter Daniel and Associates, 11 Clarke Street, Crows Nest, NSW.

1976

NEW YORK:
New York National Boat Show—8-18 January 1976
Apply: National Boat Show, PO Box 5555, Grand Central Sta., New York, NY 10017.

BOSTON:
International Boat Show—7-15 February 1976
Apply: 715 Boylston Street, Boston, Mass. 02116.

MELBOURNE:
The Herald National Boat Show—July 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

Sports goods and camping equipment, including caravans

1975

CHICAGO:
American Fishing Tackle Manufacturers Association (Aftma)—Trade Show—August 1975
Apply: American Fishing Tackle Manufacturers Association, 20 North Wacker Drive, Chicago, Illinois 60606.

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K.E.B. Translations, Carlton Chambers, Carlton Road, Worksop, Notts.
Tel: (0909) 3275

MELBOURNE:
Sports and Hobbies Show—24-28 September 1975
Apply: Riddell Exhibition Promotions Pty. Ltd., 541 St. Kilda Road, Melbourne 3004,

NEW YORK:
International Sporting Goods Fair—28-30 September 1975
Apply: The Sports Goods Manufacturers Association, 705 Merchandise Mart, Chicago, Ill. 60654.

Textiles and textile machinery

1976

MONTREAL:
Montreal Textile Trade Fair (Cantex '76.)—Spring 1976
Apply: Canshow Exhibitions Ltd., 1396 St. Catherine Street W, Montreal H3G 1P9.

MELBOURNE:
International Clothing Trade and Textile Machinery Exhibition—May 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

1977

SAO PAULO:
International Textile Machinery Fair (Itmex '77)—10-18 September 1977
Apply: R. E. France, British Textile Machinery Association, 444-446 The Royal Exchange Manchester M2 7EP (Tel. 061-834 2991).

1978

GREENVILLE, SOUTH CAROLINA:
American Textile Machinery Exhibition (International ATME-1—October 1978
Apply: Graydon R. Powers Jr., Box 5863, Greenville, South Carolina 29606.

Toys and games

1975

TOKYO:
International Toy Fair—October 1975
* Apply: Japan International Toy Fair Association, 3-14-11 Kotobuki-Cho, Taito-ku, Tokyo (Tel. 841 1275).

Other specialised fairs

1975

MELBOURNE:
The Sun News, Pictorial Homes Show—August 1975
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

SINGAPORE:
Trade and Industry Go Metric Exhibition—8-15 September 1975
Apply: The Organising Committee, Trade and Industry Go Metric Exhibition, 1 Anson Road, Singapore 2.

LAS VEGAS:
Conference of the International Association of Fire Chiefs—15-18 September 1975
Apply: International Association of Fire Chiefs, 1925 K Street, Northwest, Washington DC 20006.

NAGOYA:
22nd Woodworking Machinery and Equipment Fair—5-12 October 1975
* Apply: Chubu Woodworking Machinery Manufacturers Association, 5-36 Iwai Don Naku-ku, Nagoya, Japan.

SYDNEY:
International Exhibition of Metallic Corrosion—3-6 December 1975
Apply: Total Concept Exhibitions Pty. Ltd., 57 Ethel Street, Balgowlah NSW 2065.

1976

CHICAGO:
Hobby Industry Convention and Trade Show—25-28 January 1976
Apply: Hobby Industry Association of America, 200 Fifth Avenue, Suite 1101, New York 10010.

NEW YORK:
National Liquor Stores Annual Convention—9-13 May 1976
Apply: National Liquor Stores, Association Inc., 1025 Vermont Avenue, N0 612 Washington DC. 20005.

SYDNEY:
7th International Coal Preparation Congress—23-28 May 1976
Apply: 7th International Coal Preparation Congress, Box 3842 GPO, Sydney NSW 2001, Australia.

WASHINGTON:
United States International Transportation Expostition (Transpo)—May/June 1976
Apply: US International Transportation Exposition, 800 Independence Avenue SW, Washington DC 20590.

MELBOURNE:
The Sun News, Pictorial Homes Show—25-31 August 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

NEW YORK:
Interpex Show, Americana Hotel—Dates not yet arranged
Apply: D. R. Seigle Esq., 595 Madison Avenue, New York, NY 10022.

HOUSTON:
20th Annual Convention and Rental Equipment Show—1-4 March 1976
Apply: American Rental Association, 2920 23rd Avenue, Moline, Illinois 61265.

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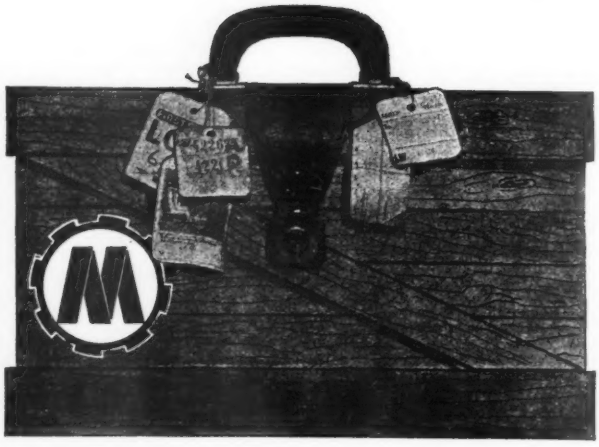

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Mrs. P. D. Griffiths, Langham House, 308 Regent Street, London, W1R 5AL. Tel.: 01-580 8417. Telex 28535.
SHIPPING AND FREIGHT
Mr. L. J. Sloan, 27 St. Thomas Street, London Bridge, London, S.E.1. Tel: 01-407 5075. Telex 88168.
Either of these people can take both your shipping and travel inquiries.

Customs notices of interest to exporters

The following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London EC3R 7HE.

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
17 (May 1973)	Arrangements for preferential trade between the Channel Islands and the United Kingdom.
49	Temporary importations: international co-operation.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
112A	Charges for attendance given at private premises at the request of merchants.
118	Samples imported for promoting export trade.
132A	Sugar: cessation of Import Duties and Imposition of Levies under the Common Agricultural Policy of the EEC and the Sugar Board Charge.
172	Hydrocarbon Oils: drawback of duty.
207	Re-imported goods: relief from Customs duty and Value Added Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
221	Process Inwards Relief and Pre-financing of export refunds on products for process.
221A	Section 7 relief: changes in procedure.
221B	Section 7 relief transitional periods arrangements: Supplementary procedural changes.
223	Export relief on goods exported in the same state as at import ('Same state section 7 relief').
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
241	European Economic Community: Compensatory, Levy and Addendum thereto.
275	Documentation of Exports for Statistical Purposes.
290	Export of personal and household effects.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
300	Export reliefs scheduling scheme.
703	VAT – Exports. (Revised November 1973)
704	VAT – Retail Export Schemes. (Revised November 1973)
705	VAT – Tax free sales of motor vehicles to tourists, etc.
750 and Supplement	Community transit – this describes the system as a whole.
750A	List of Community Transit Offices.
750B	Community transit – Extension to cover Austria and Switzerland.
751 and Supplement	Notes on completing Community transit forms T1, T2 and T3 and Control Copy T forms.
751A	Notes on completing Community transit movement certificates.
752	Free circulation of goods in the European Community.
753	Community transit – the simplified procedure for goods carried by rail.
754	Community transit – Intra-Community treatment of the catches of fishing vessels registered in Member States.
755	Community transit – special control procedures.
756	Instructions on the use of loading lists as the descriptive part of Community transit forms T1, T2 and T3.
757	Community transit – Pre-authenticated movement certificate Form T3L.
774	Hydrocarbon Oils Customs Duties: Additions of *Ad Valorem* Protective Element.
800	EEC Common Agricultural Policy: Customs procedures in respect of export refunds and export licences.
810	EEC Preferences – Free Trade Agreement between the EEC and EFTA countries.
810A	EEC Preferences – EFTA countries. Simplification of the documentation system described in Notice 810. Introduction of universal form of movement certificate EUR 1.
811, 811B	EEC Preferences – Greece.
812	EEC Preferences – Turkey.
817 (June 1973)	EEC Preferences – Tunisia.
818 (June 1973)	EEC Preferences – Egypt.
819 (May 1973)	EEC Preferences – Cyprus.
821	EEC Preferences – simplified procedure for sending evidence to EEC customers about the origin of goods.
830	Arrangements between Denmark and United Kingdom.

Section 4

Trade fairs and exhibitions in the United Kingdom

General fairs

1975

BRIGHTON:
International Exhibition and Trade Fair—23-31 August 1975. At Metropole Exhibition Centre
* Apply: The Lawson Organisation, Green Dragon House, 64 High Street, Croydon, Surrey CR9 2UH (Tel. 01-686 5741).

1976

BIRMINGHAM:
International Spring Fair—1-5 February 1976. At National Exhibition Centre
Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

Agriculture, forestry, fishing and agricultural machinery

1975

KENILWORTH:
International Dairy Farming Event—17-18 September 1975. At Agricultural Centre, Stoneleigh
* Apply: Royal Association of British Dairy Farmers, Robarts House, Rossmore Road, London NW1 6NP (Tel. 01-723 8021).

LONDON:
Royal Smithfield Show and Agricultural Machinery Exhibition—1-5 December 1975. At Earls Court
PLEASE NOTE CHANGE OF DATES
* Apply: Smithfield Show Joint Committee, Exhibition Department, S.M.M.T. Ltd., 21-24 Grosvenor Place, London SW1X 7JF (Tel. 01-235 7000).

1976

BELFAST:
109th Annual Show and Industrial Exhibition—26-29 May, 1976. At Balmoral
* Apply: Royal Ulster Agricultural Society, The King's Hall, Balmoral, Belfast BT9 6GW (Tel. Belfast 665225).

SHEPTON MALLET:
Bath and West Show—2-5 June 1976. At Shepton Mallet Somerset
* Apply: Major The Lord Darling, DL, Chief Executive, Bath and West and Southern Counties Society, The Showground, Shepton Mallet, BA4 6QN (Tel. 0749 3366).

MALVERN:
Three Counties Show—15-17 June 1976. At Showground
* Apply: Lyn M. Downes, Secretary, Three Counties Show, Malvern, Worcestershire WR13 6NW (Tel. 06845 61731).

INGLISTON:
Royal Highland Show—22-25 June 1976. At Ingliston, Newbridge
* Apply: The Secretary, Royal Highland and Agricultural Society of Scotland, Ingliston, Newbridge, Edinburgh EH28 8NF (Tel. 031-333 2444).

NORWICH:
Royal Norfork Agricultural Show—30 June-1 July 1976. At Norwich, Norfolk.
* Apply: Mr. B. Shelley, Secretary, Royal Norfolk Agricultural Association, The Showground, Dereham Road, New Costessey, Norwich, Norfolk NR5 0TT (Tel. 0603 742000).

KENILWORTH:
Royal Agricultural Show—5-8 July1976. At National Agricultural Centre.
* Apply: Royal Agricultural Society of England, National Agricultural Centre, Stoneleigh, Kenilworth, Warwicks CV8 2LZ. (Tel. 0203 56151).

HARROGATE:
Great Yorkshire Show—13-15 July 1976. At Showground
* Apply: R. G. G. English, Secretary General, Yorkshire Agricultural Society, Great Yorkshire Showground, Hookstone Oval, Harrogate, North Yorkshire HG2 8PW (Tel. 0423-615 36).

Aircraft and aeronautical equipment

1976

FARNBOROUGH:
Farnborough International '76—5-12 September (5-9 Press and Trade Days Only—10-12 Public). At Farnborough
† Apply: The Society of British Aerospace Companies Ltd., 29 King Street, St. James's, London SW1Y 6RD (Tel. 01-839 3231).

Building, public works and construction equipment

1975

LONDON:
International Building and Construction Exhibition INTERBUILD—12-21 November 1975. At Olympia
† Apply: Building Trades Exhibition Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

1976

LONDON:
Specibuild Exposition—14-17 September 1976. At National Hall, Olympia
* Apply: Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

BIRMINGHAM:
Public Works and Municipal Services Exhibition and Congress—15-20 November 1976. At National Exhibition Centre
†Apply: The Municipal Agency Ltd., 178-202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

Services to exporters

The following Government offices provide services for UK exporters

Headquarters

Export Services and Promotions Division
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757. Telex 886143 DTI EXPORT LDN

Regional

Office for Scotland
314 St. Vincent Street, Glasgow G3 8XF
Tel. 041-248 2855. Telex 77583 DTI GLASGOW

Inverness District Office
Caledonia House, 63/67 Academy Street, Inverness IV1 1LU
Tel. (0463) 30867

Office for Wales
Government Buildings, Gabalfa, Cardiff CF4 4YL
Tel. (0222) 62131. Telex 49267 DTI CARDIFF

Yorkshire and Humberside Regional Office
Priestley House, 1 Park Row, Leeds LS1 5LF
Tel. (0532) 443171. Telex 557925/6 DTI LEEDS

Northern Regional Office
Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TR
Tel. (0632) 27575. Telex 53178 DTI NTYNE

Cumberland and Westmorland District Office
Town Hall, Cockermouth, Cumbria CA13 9NP
Tel. (090-082) 3498/9. Telex 64173 DTI COCKERMOUTH

North-Western Regional Office
Sunley Building, Piccadilly Plaza, Manchester M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

West-Midlands Regional Office
Ladywood House, Stephenson Street, Birmingham B2 4DT
Tel. 021-632 4111. Telex 337021 DTI BHAM

East-Midlands Regional Office
Cranbrook House, 47 Cranbrook Street, Nottingham NG1 1ES
Tel. (0602) 46121. Telex 37143 DTI NOTTM

South-Western Regional Office
The Pithay, Bristol BS1 2PB
Tel. (0272) 291071. Telex 44214 DTI BRISTOL

Northern Ireland Department of Commerce
Chichester House, 64 Chichester Street, Belfast BT1 4JX
Tel. (0232) 34488. Telex 747025 GOVNI BELFAST

Clothing

1975

HARROGATE
MAB Convention and Exhibition—21-24 September 1975. At Exhibition Centre
* Apply: K. E. Smith, Director, Menswear Association of Britain Ltd., Palladium House, 1/4 Argyll Street, London W1V 2HR (Tel. 01-734 6865)

LONDON:
33rd Presentation of Children's and Teenage Fashions—13-16 October 1975. At R.H.S. New Hall, Westminster
Apply: Teenage, Infants' and Girls' Fashion Fair Organisation, 81 Wimpole Street, London W1M 7DB (Tel. 01-935 2915).

LONDON:
47th Junior Fashion Fair—13-16 October 1975. At R.H.S. Halls, Westminster
Apply: National Children's Wear Association, 40/42 Oxford Street, London W1N 9FJ (Tel. 01-636 1833).

1976

LONDON:
13th Glove Fair '76—17-18 February 1976. At Londoner Hotel, Welbeck Street
* Apply: Miss E. Greenaway, MBE., Glove Guild of Great Britain, 82 Borough High Street, London SE1 1LL (Tel. 10-407 1582).

LONDON:
International Men's and Boys' Wear Exhibition (IMBEX)—1-4 March 1976. At Earls Court
* Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

LONDON:
48th Junior Fashion Fair—5-8 April 1976. At R.H.S. Halls Westminster
Apply: National Children's Wear Association, 40/42 Oxford Street, London W1N 9FJ (Tel. 01-636 1833/4).

Display and shop equipment

1975

BRIGHTON:
SHOPEX—Self Service Display Equipment and Shopfitting Exhibition—26-29 October 1975. At Metropole Exhibition Centre
* Apply: Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel 01-540 1101).
PLEASE NOTE CHANGE OF DATES

Engineering, electrical and electronic, including radio and television

1975

BRIGHTON:
International Electronic and Production Equipment Exhibition INTER/NEPCON—14-16 October 1975. At Metropole Exhibition Centre
* Apply: Kiver Communications Ltd., 149/55 Ewell Road, Surbiton, Surrey (Tel. 01-390 0281).

LONDON:
International Audio Festival and Fair—20-26 October 1975. At Olympia
* Apply: Industrial and Trade Fairs Ltd. Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

MANCHESTER:
National Automated Production Exhibition APEX—10-14 November 1975. At Belle Vue, Manchester
* Apply: Exhibitions For Industry, 157 Station Road East, Oxted, Surrey RH8 0QF (Tel. 01-988 4371).

1976

BRIGHTON:
Electro-Optics/Laser International '76 Exhibition—9-11 March 1976. At Metropole Exhibition Centre
† Apply: Kiver Communications Ltd., 149/55 Ewell Road, Surbiton, Surrey KT6 6AW (Tel. 01-390 0281/2).

BIRMINGHAM:
Instruments, Electronics and Automation I.E.A. '76 Exhibition—3-7 May, 1976. At National Exhibition Centre
† Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

BIRMINGHAM:
Electrex '76 Exhibition—3-7 May 1976. At National Exhibition Centre
† Apply: Electrical Engineers (ASEE) Exhibition Ltd., Wix Hill House, West Horsley, Surrey KT24 6DZ (Tel. 048-636 383).

BIRMINGHAM:
International Home Electronics and Domestic Appliances—23-27 May 1976. Trade—28-31 May, Home Electronics Section Public. At National Exhibition Centre
Apply: Montbuild Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

Engineering, other

1975

LONDON:
Control and Instrumentation Exhibition—2-4 September 1975. At West Centre Hotel
† Apply: Commercial Exhibitions and Publications Ltd., Exhibition Division, Riverside House, Hough Street, Woolwich, London SE18 6LR (Tel. 01-855 7001).

LONDON:
Dust Control and Air Cleaning Exhibition and Conference—16-19 September 1975. At Olympia
† Apply: Technology Exhibitions Ltd., 1 Katharine Street, Croydon CR9 1LB (Tel. 01-686 6339).

LONDON:
International Filtration and Separation Exhibition and Conference FILTECH—16-19 September 1975. At Olympia
† Apply: Filtech Exhibitions Ltd., 1 Katharine Street, Croydon CR9 1LB (Tel. 01-686 6339).

1976

BIRMINGHAM:
International Pneumatics and Hydraulics Exhibition IPHEX '76—3-7 May 1976. At National Exhibition Centre
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

LONDON:
Fluid Power International Exhibition—11-14 May 1976. At Olympia
† Apply: Commercial Exhibitions and Publications Ltd., Riverside House, Hough Street, Woolwich, London SE18 6LR (Tel. 01-855 7001).

BIRMINGHAM:
MACH 76, International Exhibition of Machine Tools, Gauges and Tooling—22 September-2 October 1976. At National Exhibition Centre
Apply: Machine Tool Trades Association, 62 Bayswater Road, London W2 3PH (Tel. 01-402 6674).

Foodstuffs, food machinery, hotel and catering equipment

1975

LONDON:
9th International Exhibition for the Food and Allied Industries, Foodpack International—16-19 September 1975. At Earls Court
† Apply: B.P.S. Exhibitions Ltd., 4 Seaford Court, 220-22 Great Portland Street, London W1N 5HH (Tel. 01-388 2117).

LONDON:
International Bakers and Confectioners Exhibition INTERBAKE— 21-26 October 1975. At Olympia
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

1976

LONDON:
International Hotel and Catering Exhibition HOTELYMPIA—14-21 January 1976. At Olympia
† Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

LONDON:
International Brewing, Bottling and Allied Trades Exhibition BREWEX—29 March-2 April 1976. At Earls Court
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

LONDON:
International Confectionery, Tobacco and Newsagency Exhibition CTN '76—18-21 May 1976. At Earls Court
* Apply: Retail Confectioners Association Publications and Exhibitions Ltd., 53 Christchurch Avenue, London N12 0DH (Tel. 01-445 6344).

Furniture, furnishings, household equipment and hardware

1975

HARROGATE
The Northern Floor Coverings Fair—2-5 September 1975. At Exhibition Centre
* Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

HARROGATE
International Domestic and Contract Textiles Exhibition—2-6 November 1975. At Exhibition Centre
* Apply: Exhibition Managements Ltd., 156 Mortlake Road, Kew, Surrey TW9 4LP (Tel. 01-876 8661).

1976

LONDON:
International Hardware and Housewares Trades Fair—Incorporating the Lightshow, 1-6 February 1976. At Olympia
* Apply: Universal Exhibitions Ltd., PO Box 43, High Wycombe, Bucks HP13 6RY (Tel. (0494) 881891).

LONDON:
Daily Mail Ideal Home Exhibition—9 March-3 April 1976. At Olympia
* Apply: Angex Ltd., Temple House, Temple Avenue, London EC4Y 0JA (Tel. 01-353 4000).

BIRMINGHAM:
Furniture Production Exhibition—15-19 March 1976. At National Exhibition Centre
Apply: Exhibitions For Industry Ltd., 157 Station Road East, Oxted, Surrey RH8 0QE (Tel. (988) 4371).

LONDON:
DECOR, International Contract Furnishing and Interior Design Exhibition—16-20 May 1976. At Olympia
* Apply: Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

Gas and oil extraction & distribution including offshore activities

1975

ABERDEEN:
Offshore Europe '75—16-19 September 1975. At Aberdeen
† Apply: Miss E. Barker Bennett, Offshore Services, 2 Fife Road, Kingston-upon-Thames, Surrey KT1 1TA (Tel. 01-549 3181).

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MONTREAL ... ...24th-28th August 1975

FOREST INDUSTRIES EQUIPMENT EXHIBITION –
OTTAWA ... 17th-19th September 1975

FALL GIFT SHOW –
TORONTO ... 21st-25th September 1975

INTERNATIONAL ELECTRICAL, ELECTRONICS CONFERENCE & EXPOSITION –
TORONTO ... 29th September-1st October 1975

CANADIAN MINING & AGGREGATE EQUIPMENT EXHIBITION –
TORONTO ... ... 8th-10th October 1975

NATIONAL INTERIOR DESIGN SHOW –
TORONTO ... 4th-6th November 1975

WESTERN CONSTRUCTION MATERIALS & EQUIPMENT SHOW –
VANCOUVER ... 18th-20th November 1975

CANADIAN NATIONAL BUSINESS SHOW –
MONTREAL ... November 1975

SPRING GIFT SHOW –
TORONTO ... 22nd-26th February 1976

SPRING GIFT SHOW –
MONTREAL ... ... 14th-18th March 1976

NATIONAL PETROLEUM SHOW –
CALGARY ... 8th-11th June 1976

B.C. INTERNATIONAL FOREST INDUSTRIES EQUIPMENT EXHIBITION –
VANCOUVER ... June 1976

CANADIAN CHEMICAL & PROCESS EQUIPMENT EXHIBITION –
TORONTO ... 13th-15th October 1976

NATIONAL INTERIOR DESIGN SHOW –
TORONTO ... November 1976

PACIFIC INDUSTRIAL EQUIPMENT & MATERIALS HANDLING EXHIBITION –
VANCOUVER ... November 1976

IRAN (Teheran)

CONSTRUCTION '75 – (International Building & Construction Techniques & Equipment Exhibition) ... 20th-25th June 1975

AGWA – FOOD – (International Agriculture, Water & Food Exhibition) ... ... 31st October-6th November 1975

MODERN TECHNOLOGY – ... 28th April-2nd May 1976

CAMPING & SPORT – ... ... 31st May-4th June 1976

IRAN-PACK – (International Packaging Fair) ... ... 23rd-28th June 1976

SAHO – (Sanitary and Household Appliances) ... ... 2nd-7th November 1976

IRANMED – (Medical and Hospital Supplies) ... ... 2nd-7th November 1976

MACHINE TOOLS & PRODUCTION EQUIPMENT – (International Fair) ... ... 16th-20th November 1976

BELGIUM

INTERNATIONAL HARDWARE TRADE FAIR –
BRUSSELS ... ... 6th-9th October 1975

FOOD BUSINESS – BISCOCHOC – (International Food Industry Trade Fair)
BRUSSELS ... ... January 1976

HORESCA – (International Hotel & Restaurant Equipment Exhibition)
BRUSSELS ... ... January 1976

INCOF – (International Optical Fair)
BRUSSELS ... ... May 1976

SAUDI ARABIA

2ND SAUDI INTERNATIONAL TRADE & INDUSTRY FAIR
JEDDAH ... ... March 1976

SPAIN

FERIA TECNICA INTERNACIONAL DE LA MAQUINARIA AGRICOLA – (Agricultural Machinery Exhibition)
ZARAGOZA ... ... April 1976

SOUTH AFRICA

JUBILEE MEDICAL EXHIBITION –
University of Witwatersrand
JOHANNESBURG ... ... 14th-18th July 1975

INTERNATIONAL MACHINE TOOL & PRODUCTION ENGINEERING EXHIBITION –
S.A. Hall of Industries, Milner Park
JOHANNESBURG ... ... 20th-24th October 1975

INTERNATIONAL PLASTICS & PRINTING EXHIBITION –
S.A. Hall of Industries, Milner Park
JOHANNESBURG ... ... 15th-19th June 1976

INTERNATIONAL MATERIALS HANDLING & PHYSICAL DISTRIBUTION EXHIBITION –
S.A. Hall of Industries, Milner Park
JOHANNESBURG ... ... 19th-23rd October 1976

U.S.A.

EUROPEAN FASHION FAIR –
The Statler Hilton Hotel
NEW YORK ... ... 28th September–1st October 1975

CONTRACT MARKET PLACE – (Contract or Project Furniture, Furnishings & Decor Exhibition)
NEW YORK ... ... 16th–18th March 1976

For further information contact European Representatives Roy Wilson and Duda Carr at
NORMAN F. KEENAN & ASSOCIATES
Crown House Morden Surrey SM4 5EB England
Tel: 01-540 1101. Telex: 946726

UNITED KINGDOM

DECOR INTERNATIONAL EXHIBITION – (The International Contract Furnishing & Interior Design Exhibition)
Olympia, LONDON ... ... 22nd-26th June 1975

SHOPEX '75 – (The Self-Service Display Equipment & Shopfitting Exhibition)
Hotel Metropole, BRIGHTON ... 26th-29th October 1975

DECOR INTERNATIONAL EXHIBITION – (The International Contract Furnishing & Interior Design Exhibition)
Olympia, LONDON ... ... 16th-20th May 1976

For further information contact
WESTBOURNE EXHIBITIONS LIMITED
Crown House Morden Surrey SM4 5EB England
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Name and address with cable

British firms cabling an overseas organisation for the first time should ensure that they include their name and full postal address. There is no comprehensive directory of cable addresses, and commercial departments in British embassies are often unable to help local firms who ask them to trace British firms from their cable address.

1976

BIRMINGHAM
Offshore Interntational Exhibition—7-10 December 1976. At National Exhibition Centre
† Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

Heating and ventilating

1976

BIRMINGHAM:
International Heating, Ventilating and Air Conditioning Exhibition HEVAC '76—5-9 April 1976. At National Exhibition Centre
† Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

Hospital, medical, surgical and dental equipment

1975

BRIGHTON:
18th International Congress and Exhibition on Occupational Health—14-19 September 1975. At Metropole Exhibition Centre
Apply: Conference Services Ltd., 43 Charles Street, Mayfair, London W1X 7PB (Tel. 01-499 1101).

LONDON:
British Dental Trade Association Exhibition—23-28 September 1975. At Alexandra Palace. N.22
Apply: The Organising Secretary, British Dental Trade Association, 14 Clifford Street, London W1X 1RD (Tel. 01-493 0844).

1976

LONDON:
Health and Environment Services and Equipment Exhibition—8-11 June 1976. At Earls Court
† Apply: Contemporary Exhibitions Ltd., 21 Park Square East, London NW1 4LH (Tel. 01-935 8200).

Jewellery and giftware

1975

LONDON:
7th International Gifts Fair—17-21 August 1975. At Earls Court
* Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

LONDON:
17th Wholesale Buyers' Gift Fair—23-27 November 1975. At Mount Royal Hotel, Marble Arch
* Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

1976

GLASGOW:
Scottish Gift Fair—8-12 February 1976. At Kelvin Hall
* Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

Laundry and allied services

1976

BIRMINGHAM:
International Laundry, Dry Cleaning and Allied Trades Exhibition—17-24 June 1976. At National Exhibition Centre
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

Leather, leather goods and fur

1976

LONDON:
Leathergoods Luggage and Handbag Fair—25-28 January 1976. At R.H.S. Halls, Westminster
* Apply: The Leather Institute, Leather Trade House, 82 Borough High Street, London SE1 1LL (Tel. 01-407 1582).

LONDON:
Leatherwear International Exhibition—6-8 April 1976 At West Centre Hotel. Lillie Road, S.W.6
* Apply: The Leather Institute, Leather Trade House, 82 Borough High Street, London SE1 1LL (Tel. 01-407 1582).

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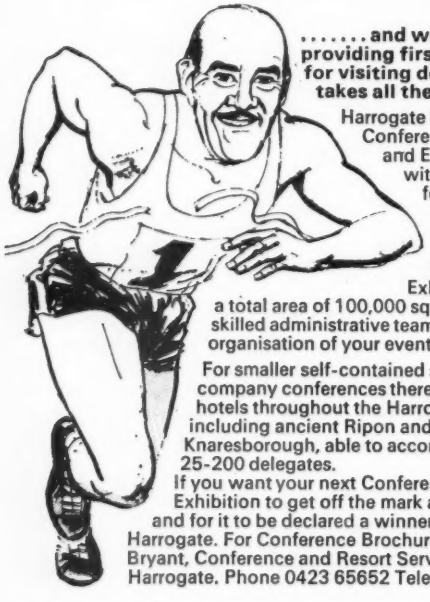

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Motor vehicles, motor cycles and cycles

1975

LONDON:
International Motor Exhibition '75—15-25 October 1975. At Earls Court
*** Apply: The Society of Motor Manufacturers and Traders Ltd., Exhibition Department, 21/24 Grosvenor Place, London SW1X 7JF (Tel. 01-235 7000).**

GLASGOW:
1975 Scottish Motor Show—7-15 November 1975. At Kelvin Hall
† Apply: Scottish Motor Exhibition Committee, Scottish Motor Trade Association, 3 Palmerston Place, Edinburgh EH12 5AQ (Tel. 031-225 3643).

1976

LONDON:
International Racing and Sporting Motorcycle Show—10-17 January 1976. At R.H.S. Halls, Westminster
*** Apply: Herbert Daniel (Holdings) Ltd., 19 Compton Terrace, London N1 1RY (Tel. 01-226 7901).**

LONDON:
International Commercial Motor Transport Exhibition—24 September-2 October 1976. At Earls Court
† Apply: Society of Motor Manufacturers and Traders Ltd., Exhibition Department, 21/24 Grosvenor Place, London SW1X 7JF (Tel 01-235 7000).

Music and musical instruments

1975

LONDON:
British Musical Instrument Trade Fair—17-21 August 1975. At Bloomsbury Centre W.C.1
*** Apply: D. A. Michell, Secretary, The Association of Musical Instrument Industries, 62 Park View, Hatch End, Pinner, Middlesex HA5 4LN. (Tel. 01-428 4700).**

Office machinery and equipment

1975

LONDON:
Business Efficiency Exhibition—1-8 October 1975. A Olympia
† Apply: Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (Tel. 01-405 6233).

Packaging machinery and materials, including containers

1976

BRIGHTON:
Interphex '76, Processing, Packaging for Pharmaceutical, Perfumery and Cosmetics—30 March-2 April 1976. At Metropole Exhibition Centre
† Apply: B.P.S. Exhibitions Ltd., 4 Seaford Court, 220/22 Great Portland Street, London W1N 5HH (Tel. 01-388 2117).

Printing, stationery and printing machinery

1976

LEEDS:
Northprint '76—The 5th Northern Printing Exhibition—23-26 March 1976. At Queen's Hall
† Apply: Marketing Exhibitions Ltd., 113/123 Upper Richmond Road, London SW15 2TL (Tel. 01-789 0901).

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services and Promotion Division of the Department of Trade (at the appropriate Regional Office for firms outside London and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The Department in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The Department would therefore welcome receiving notification of any businessman intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the Department needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

ESTABLISHING A BUSINESS IN SAUDI ARABIA

Saudi Arabia's ambitious Five-Year Industrial Development Plan has been launched. It offers immense opportunities to those who can contribute to the industrial and technical development of the Kingdom. So if you are thinking of setting up in Saudi Arabia we can help you with any of the following services. All this at a fraction of the cost in both time and money that it may take you on a do-it-yourself basis.

1 Feasibility study in the Kingdom for the proposed industrial or service project to decide best process and machines, cost and profitability of the investment.

2 Preparation and translation into Arabic of all documentation required for submission to Investment Committee, Ministry of Commerce and Industry for application for a licence to establish a project in the Kingdom in accordance with the regulation for the Investment of Foreign and Local Capital including but not restricted to the following:

2.1 Search and selection of joint venture partners, Saudi investors for foreign firms and individuals, foreign firms and individuals for Saudi businessmen and companies.

2.2 Advice and drafting of joint venture contracts, assessment and monetary evaluation of investments in goods, services, and know-how, advice on management structure of undertaking and sharing of profit.

2.3 Preparation of Memorandum of Association, Article of Association, feasibility study and all other documents required.

2.4 Preparation of back-up data and application for obtaining finance from government agencies, development banks, commercial banks, private investors.

2.5 Submission of registration documents in accordance with Regulations for Companies and negotiations with Ministry of Commerce and Industry.

2.6 Preparation and submission of documents to Department of Companies for filing and registration.

2.7 Preparation and submission of documents for commercial registration.

2.8 Assistance with sponsorship, obtaining visa, Saudi driving licence, work and residence permits for foreign engineers, companies and individuals willing to contribute as consultants, contractors or businessmen to the industrial development of the Kingdom.

3 Project management from planning to finished stage.

Write giving full details of your proposed service or industrial project about your firm and stating clearly what you have to offer and what you want.

General Manager,
AL-MAHA TECHNICAL SERVICES
P.O. BOX 213,
DHAHRAN AIRPORT, SAUDI ARABIA.

Addresses of ECGD offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters and insurance against political risks for new investments overseas. Although credit insurance is its main service to exporters the Department offers them a number of others. Firstly the Bank Guarantee scheme enables exporters who are eligible to obtain export finance from their bank at a special low rate. Major projects carried out by British firms in overseas countries can be financed by the buyer credit technique which gives the exporter the bulk of his payment on shipment of the goods. Similar to this is the line of credit facility which extends the buyer credit principle to include contracts often with an individual value as low as £10,000. ECGD now insures 35 per cent of all UK exports. For full details of all ECGD services contact Publicity Branch, ECGD, Aldermanbury House, Aldermanbury, London EC2 2EL, telephone 01-606 6699 extension 258, telex 883601, or get in touch with one of the offices listed below.

Central London

London, EC1 to EC4, WC1 and 2, W1 and SW1.

D. G. Hake, Waverley House, 7-12 Noel Street, London W1V 3PB. Tel. 01-437 2292, Telex 24105.

South London

London SE, SW2–20 and W2–14, Kent, Surrey (excluding the administrative district of Spelthorne), East and West Sussex, the eastern part of Hampshire, the Isle of Wight and the Channel Isles.

G. J. A. Link, 320 Purley Way, Croydon, Surrey CR0 4XJ. Tel. 01-686 9921. Telex 946998.

North London

London N, NW, E, the southern parts of Essex, Hertfordshire and Buckinghamshire, the Slough, Burnham and Datchet area of Berkshire and the Spelthorne district of Surrey.

C. W. Gentry, 593–599 High Road, Tottenham, N17 6SW. Tel. 01-808 4570. Telex 263615.

Belfast

The six counties of Northern Ireland.

R. H. Forsyth, River House, High Street, Belfast BT1 2BE. Tel. 0232 31743. Telex 74577.

Birmingham

Leicester, Nottinghamshire, Salop, Staffordshire, Warwickshire, West Midlands, the southern part of Derbyshire and that part of Hereford and Worcester formerly known as Worcestershire.

F. Wilmot, Colmore Centre, 115 Colmore Row, Birmingham B3 3SB. Tel. 021-233 1771. Telex 33132

Bristol

Dyfed, Powys, Gwent, West, Mid and South Glamorgan, Gloucester, Avon, Wiltshire, Oxon, Dorset, Somerset, Devon and Cornwall. That part of Hereford and Worcester formerly known as Herefordshire, Berkshire except the Slough, Burnham and Datchet areas and the western part of Hampshire.

K. I. Humphrey, Robinson Building, 1 Redcliffe Street, Bristol BS1 6NP. Tel. 0272 299971. Telex 44248.

Cambridge

Bedfordshire, Cambridge, Norfolk, Northamptonshire and Suffolk, the northern parts of Essex, Hertfordshire and Buckinghamshire, and the southern part of Lincolnshire including the City of Lincoln.

H. Watson, Prudential Building, 59 St. Andrews Street, Cambridge CB2 3HA. Tel. 0223 67736. Telex 81624.

Glasgow

Scotland and the Outer Isles.

F. R. Burge, Fleming House, 134 Renfrew Street, Glasgow G3 6TL. Tel. 041-332 8707. Telex 77130.

Leeds

Durham, Tyne & Wear, Northumberland, Cleveland, North, West and South Yorkshire, Humberside and the northern part of Lincolnshire.

W. Lord, West Riding House, 67 Albion Street, Leeds LS1 6AA. Tel. 0532 450631. Telex 55125.

Manchester

Gwynedd, Clwyd, Cheshire, Merseyside, Greater Manchester, Lancashire, Cumbria, the northern part of Derbyshire and Isle of Man.

R. H. K. Hughes, Elisabeth House, St. Peter's Square, Manchester M2 4AJ. Tel. 061-228 3621. Telex 667756.

New York

In the United States of America exporters can obtain assistance from the Department's resident Representative for the USA and Canada.

J. K. Sedman c/o British Trade Development Office, 150 East 58th Street, New York 10022 USA. Tel. 212-593 2258. Telex 420543.

Scientific instruments and nuclear equipment

1976

LONDON:
Automatic Laboratory Techniques Exhibition—ALTEX '76—24-26 February 1976. At West Centre Hotel, Lillie Road, S.W.6
† Apply: Gerald Mann (ALTEX) Ltd., 30 Calderwood Street, London SW18 6QH (Tel. 01-855 7777).

Ships and boats

1976

LONDON:
London International Boat Show—1-11 January 1976. At Earls Court
* Apply: National Boat Shows Ltd., 31 Great Queen Street, London WC2B 5AD (Tel. 01-405 7481/5).

BIRMINGHAM:
'Birmingham Post-Evening Mail' Midlands Boat and Leisure Life Exhibition—14-28 February 1976. At Bingley Hall
* Apply: The Birmingham Boat Shows Ltd., 28 Colmore Circus, Birmingham B4 6AX (Tel. 021-236 3366).

LONDON:
International Marine Exhibition—27-30 April 1976. At Earls Court
† Apply: Brintex Exhibitions Ltd., 178/202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

Sports goods and camping equipment, including caravans

1975

LONDON:
International Caravan and Camping Show—6-16 November 1975. At Earls Court
* Apply: Angex Ltd., Exhibition Department, Temple House, Temple Avenue, London EC4Y 0JA (Tel. 01-353 4000).

LONDON:
British Sports Trade Fair—9-12 November 1975. At R.H.S. Halls, Westminster
* Apply: Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London W1R 1TB (Tel. 01-437 7281).

Toys and games

1976

HARROGATE:
27th Harrogate International Toy Fair—10-15 January 1976. At Exhibition Centre
* Apply: Harrogate International Toy Fair Ltd., 8/9 Upper Street, Islington, London N1 0PP (Tel. 01-226 6653).

LONDON:
32nd Amusement Trades Exhibition—27-29 January 1976. At Alexandra Palace N.22
* Apply: J. Singleton, Amusement Trades Exhibitions Ltd., 122 Clapham Common North Side, London, S.W.4 (Tel. 01-288 4107).

BRIGHTON:
23rd British International Toy Fair—31 January-4 February 1976. At Metropole Exhibition Centre, New Bedford Hotel, Grand Hotel, Corn Exchange and Dome
* Apply: British Toy Fairs (International) Ltd., Regent House, 89 Kingsway, London WC2B 6RS (Tel. 01-242 9158).

Watches and clocks

1975

LONDON:
International Watch and Jewellery Trade Fair—14-18 September 1975. At Royal Lancaster Hotel
* Apply: Gay MacGoey, Exhibition Manager, Watchmaker, Jeweller and Silversmith, 40 Bowling Green Lane, London EC1R 0NE (Tel. 01-837 3636).

Other specialised fairs

1975

LONDON:
23rd International Handicrafts and Do-It-Yourself *Exhibition—23 August-6 September 1975. At Olympia
* Apply: A. J. Kreps, Esq., Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, Surrey CR9 2TA (Tel. 01-686 2599).

Overseas publicity for UK trade fairs

British commercial representatives overseas are keen to publicise UK trade fairs and exhibitions, and welcome posters and brochures from fair organisers. But material must be sent well in advance – at least three clear months ahead of the event – and in sufficient quantity – two or three dozen copies for the representative in each area. A full list of addresses of commercial representatives is published as a quarterly supplement to *Trade and Industry*.

HARROGATE:
25th Northern Antique Dealers' Fair—11-18 September 1975. At Royal Baths Assembly Rooms
* Apply: Northern Antique Dealers' Fair Ltd., 408 Leeds Road, Bradford BD3 9RE (Tel. (0274) 23223).

LONDON:
IWIE—The International Woodworking Industries Exhibition—2-6 December 1975. At Olympia
† Apply: Woodworking Industries Exhibition Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

1976

LONDON:
Stampex 1976—24-28 February 1976. At R.H.S. New Hall, Westminster
* Apply: The Philatelic Traders Society Ltd., 27 John Adam Street, London WC2N 6HZ (Tel. 01-930 6465/6).

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports of commodities and, for many of them the most important countries. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has over 11,000 commodity headings); there are 199 specified countries.

The fully detailed information is not published on a monthly basis but, when circumstances allow. HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classsification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service.

Applications should be made to the Statistical Office, Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue; Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports; Telex 99112 CUSEX Southend).

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The work of BSI

The British Standards Institution is the official standards organisation for this country and is very active in removing technical barriers to trade through international standards organisation such as ISO and IEC. BSI has several other functions. It runs certification and approvals schemes, among them granting licences to manufacturers to use the 'Kitemark' on products conforming to British Standards. It also undertakes testing work for outside bodies and, through the Technical Help to Exporters Scheme, provides information on technical requirements and approvals procedures in overseas markets. BSI, 2 Park Street, London W1A 2BS.

It all points to BIRMINGHAM. Europe's great new International exhibition centre.

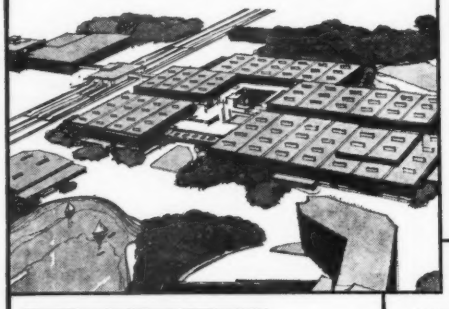
In the heart of Britain in January 1976, a bold and ambitious vision becomes a reality. Europe's newest and most advanced exhibition and conference complex will be fully operational. Bringing buyers from all points of the compass to benefit from the skills and resourcefulness of Europe's manufacturers.

The National Exhibition Centre is uniquely equipped to stage any event and strategically located within a few hours flying time from any city in Europe. It is served by fast road and rail links and situated close to the important Birmingham conurbation with its wealth of manufacturing industry and commerce. And yet the Centre is in the midst of a popular tourist region. From 1976 it all points to Birmingham!

310 Acre Integrated Development

There are 7 exhibition halls, all at ground level, with a total area of 90,000 square metres. The largest hall provides almost 25,000 square metres of space. Each hall has quick-service restaurants and buffet bars.

A piazza (around which are grouped the six major halls) contains air-conditioned shops, banks, restaurants and the Exhibitors Club. There are two hotels; conference halls; a new rail station; and an international airport alongside.



International Airport

Birmingham's International Airport lies alongside the Exhibition Centre. Regular scheduled services already operate in and out of major European cities including Paris, Amsterdam, Brussels, Copenhagen, Dusseldorf, Frankfurt. Domestic flights link up with London's Heathrow, Belfast, Cork, Dublin, Edinburgh, Glasgow, Manchester, Newcastle and Teesside. Special Charter flights and executive jets are also handled.

Direct Road and Rail Links

Major motorways and rail links feed visitors from all parts of Britain into the National Exhibition Centre.

Provision has been made for parking 15,000 cars and 200 coaches.

Inter-city express trains link Birmingham with other major cities. From London's Euston Station, trains take only 80 minutes for the journey to Birmingham International, the new 5-platform station located at the Centre.

Hotel and Conference Complex

Within the Centre the Birmingham Metropole Hotel accommodates up to 1,000 people in modern luxury. Its sister hotel, the Warwick, accommodates another 125. And the Metropole's facilities cater for banquets for up to 1,200 guests; receptions for up to 4,000; and conferences of up to 1,800 delegates in a single hall. This international conference complex comprises six halls; a terrace restaurant overlooking the lake; a cinema with 200 seating capacity; and comfortable lounges and bars.

In addition, there are 130 other hotels within 30 kilometres of the centre.

Exhibitions already scheduled for 1976 include:

- ☐ International Spring Fair. Gifts and Hardware Industries Fair. February.
- ☐ FURNEX. Furniture Production Exhibition. March.
- ☐ HEVAC 76. International Heating, Ventilating and Air-Conditioning Exhibition. April.
- ☐ IPHEX International Pneumatics and Hydraulics Exhibition. May.
- ☐ IEA-ELECTREX 76. The International Electrical Electronic and Instrument Exhibition. May.
- ☐ HEDA The International Home Electronics + Domestic Appliances Exhibition. May.
- ☐ BREMA Public Exhibition. May.
- ☐ Surface Treatment and Finishing Show. May.
- ☐ International Laundry, Cleaning Equipment and Services Exhibition. June.
- ☐ International Watch and Jewellery Trade Fair. September.
- ☐ MACH 76. International Exhibition of Machine Tools Gauges and Tooling. September/October.
- ☐ International DACTEX. Domestic and Contract Textiles Exhibition. October.
- ☐ Public Works and Municipal Services Exhibition. November.
- ☐ Offshore International Exhibition and Conference. December.

For information tick the appropriate boxes and return to: The Commercial Manager, National Exhibition Centre, P.O. Box 360, Birmingham B15 3DH, England.

Name Position

Organisation

Address

Country

National Exhibition Centre BIRMINGHAM

BOTB News

Exhibitions in Romania and USSR will feature UK products

A total of 37 British firms will show their products at three international exhibitions to be held this summer in Romania and the USSR. Their participation is sponsored by the British Overseas Trade Board in collaboration with trade associations.

Computers in Bucharest

An international Exhibition of Computers and Ancillary Equipment will take place in Bucharest from 25-30 August. This will be the first exhibition of its kind in East Europe and it is expected that buyers will come from China, Iran, Kuwait and Eastern European countries. A total of nine British firms will present their products within a joint venture group backed by the BOTB in collaboration with the Business Equipment Trade Association. The exhibition will be held concurrently with the third International Congress of General Systems and Cybernetics when 36 British speakers will read papers. Subjects will cover artificial intelligence, cybernetics of economic systems, neuro- and bio-cybernetics systems and models, cybernetics and the environment, industrial cybernetics, communication, education and information.

Mining industry

The second exhibition—of mining industry equipment—will be held in Donetsk, the main centre of the Soviet mining industry, from 28 August-7 September. BOTB, in co-operation with the Association of British Mining Equipment Exporters, is sponsoring a joint venture group of 11 firms at the event. The exhibition will be visited by over 30,000 Russian engineers and managerial staff. British products on show will include submersible pumps, low seam supports working on steep incline with bank control equipment, tunnelling and heading coal mines, equipment, an infra-red analyser, a micro alignment, and a telescope clinometer. There will be also photographic displays and models of mining machinery and equipment.

Third event

The third event—the second International Exhibition of Equipment and Appliances for Mechanization of Designing, Technical and Office Work—will be held in Moscow from 2-16 September.

This event is one of the two major international trade fairs taking place this year in Moscow. It is expected that exhibitors and visitors will come from most East and West European countries, North America and Japan. Within a joint venture group sponsored by the BOTB in association with the Business Equipment Trade Association, the 17 British companies exhibiting will represent a cross-section of British business equipment manufacturers.

'Market 100 million' conference in Japan

'Market 100 Million' is the title of a British Overseas Trade Board-organised conference about selling consumer goods in Japan, to be held at the Café Royal in London's Regent Street on 14 October. BOTB is organising the conference following the success of 62 British store promotions in Japanese department stores in May this year.

Barry Ercolani, chairman of Ercol Furniture, will be chairman of the conference. The speakers will include Ben Thorne, Director of the British Export Marketing Centre in Tokyo, Sir John Pilcher, formerly British Ambassador at Tokyo, Andrew Griffiths, of United Biscuits Ltd., who will present a case study of his firm's successful marketing operation in Japan, and Brian McLoughlin, of J. Walter Thompson, advertising and marketing consultants, who will speak on consumer advertising in Japan. Other sessions will deal with consumer protection in Japan and current retailing trends, with particular reference to the role of department stores.

British manufacturers of consumer goods wishing to attend the conference should contact the British Overseas Trade Board's Exports to Japan Unit, 26 Old Bailey, London EC4 7HU (tel. 01-248 5757 ext 613). The cost is £15 inclusive of lunch.

British firms in Algiers International Trade Fair

A group of 18 British companies are exhibiting in a British Pavilion, organised by the British Overseas Trade Board, at the Algiers International Trade Fair from 25 August-10 September.

The companies are representative of a cross-section of British industry. Among the many products they will be exhibiting are printing machines, forklift trucks, metal surface treatment machines, food processing equipment, machine tools, earthmoving machines, and technology teaching aids.

The Algiers International Trade Fair has been taking place for 12 years, and there has been a British Pavilion since 1971.

Communal and Social equipment to be shown in Moscow

The British Overseas Trade Board is prepared to consider organising a British Pavilion at the Moscow Exhibition of Communal and Social Equipment—INTERBYTMASH '76—if there is sufficient support from British industry.

The exhibition, which takes place from 1-15 September next year, covers such commodities as water supply, sewerage, gas systems, urban electric transport and roads, municipal energetics, sanitary cleaning, houses and hotels, studios, shoe repair facilities, and electrical repairs. The exhibition coincides with the beginning of the 10th Soviet Five Year Plan and is considered an excellent opportunity for companies to demonstrate their products.

For further information, contact D. C. Stewart, Fairs & Promotions Branch, British Overseas Trade Board, 26 Old Bailey, London EC4. 248 5757 Ext 7213.

'T & I' index inquiries

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Merseyside Chamber trade mission to South Africa

Applications are invited for a trade mission to South Africa from 7-27 February 1976, jointly sponsored by the British Overseas Trade Board and the Merseyside Chamber of Commerce and Industry.

Well known market

The importance of the South African market is in general too well known to need much enlarging upon. South Africa remains one of this country's major trading partners. Exports from the UK to South Africa soared by 57 per cent in the first quarter of this year compared with the same period in 1974, the figures being £164 million and £104 million, respectively. During the same period South African exports to the UK rose by a third. Britain's main exports to South Africa were non-electric machinery, transport and electric machinery and appliances; in all of these sectors major increases were achieved.

The Merseyside Chamber has successfully mounted three trade missions to South Africa, the last one, in February 1974, taking place during the three-day working week. Nevertheless orders valued at about £¼ million were taken, an estimate of future expectations over the following 12 to 18 months being well in excess of £¼ million. These figures, taken in the context of the fuel crisis, are a measure of this market's significance for British business.

Johannesburg start

It is planned to start next February's mission with five working days in Johannesburg (arriving 8 February), followed by visits to Cape Town (four working days), Port Elizabeth (two working days) and Durban (two working days), returning to Johannesburg for two final days before departing again for the UK on 27 February.

Members will be required to spend not less than two-thirds of the period of the mission within South Africa.

Further details are obtainable from Chris Mercier, Overseas Trade Secretary, Merseyside Chamber of Commerce & Industry, 1 Old Hall Street, Liverpool L3 9HG (tel. 051-227 1234, telex 627110).

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

International technical goods fair, Poland

If there is sufficient support from UK industry, the British Overseas Trade Board is prepared to consider mounting a British Pavilion at the Poznan International Technical Goods Fair from 13-22 June 1976.

The exhibition is an annual event and an important one in the programme of East European trade fairs. Good commercial prospects for British industry are considered likely, particularly in the fields of agriculture, raw material processing, chemical and electronic plant, transport, wood processing and paper industries and construction.

For further information and application forms, contact D. C. Stewart, Fairs & Promotions Branch, British Overseas Trade Board, 26 Old Bailey, London EC4. Tel 248 5757 Ext 7213.

Three separate joint ventures in USA

A total of 38 British firms, supported by the British Overseas Trade Board, is exhibiting in the USA this month at three separate shows.

A group of eight British firms, supported by the BOTB and the British Jewellery and Giftware Federation, is exhibiting at the Pacific Jewellery Show in Los Angeles from 16-18 August. The firms represent a wide cross-section of the British jewellery industry and will show antique jewellery, top quality reproduction jewellery and original modern design jewellery.

The National Fancy Food and Confection Show takes place in Chicago from 17-20 August and a group of eight British firms, supported by the BOTB and the British Food Export Council is taking part. On display will be caviar, tea, whisky, biscuits, ham, cheese specialities, sugar confectionery and gin.

Nearly a week later Chicago is the venue for another British joint venture when a group of 22 British companies will exhibit at the National Hardware Show from 26-29 August. The event is organised by BOTB, the Hardware Manufacturers Association and the Federation of Garden and Leisure Equipment Exporters Ltd., GARDENEX. The exhibition is expected to attract more than 1,200 exhibitors and some 50,000 trade buyers. Among the British products on display will be hand tools, wooden garden furniture, pressure sprayers, lawn-care tools, and china and glass door furniture such as finger plates and door knobs.

Two eminent Greek port officials have been visiting the UK as guests of the British Overseas Trade Board for discussions with British manufacturers and port authorities. The visitors, Admiral Spyros N. Soulis, General Manager of the Piraeus Port Authority (extreme right), and Mr. Gregorios Vayionitis, Head of Exploitation Service (third left), are pictured here on a visit to Felixstowe Docks on 28 July. They are accompanied by Mr. J. W. Minns, Commercial and Public Relations Manager of the Felixstowe Dock and Railway Co. (second left) and Ron Morton of the BOTB. The Piraeus Port Authority is expected to go ahead in the near future with extensive expansion plans. The visitors, therefore, have a wide range of interest, from systems of port and container terminal administration to cleansing and security of the sea and land harbour area, which should provide export opportunities for British firms in related fields of production.

Export Business

Whitehead wins $6 million consultancy contract in Algeria

The Whitehead Consulting Group Ltd., has recently signed with Sonatrach, the Algerian National Oil Corporation, a further three year technical assistance contract, worth $6 million. This is believed to be the largest contract ever won by a British management consultancy company.

Queen's Award

Whitehead Consulting Group, who last year were the first management consultants to win a Queen's Award to Industry, have been working in Algeria since 1972. The new technical assistance contract with Sonatrach is concerned with management consultancy, training and secondment of technical and managerial personnel.

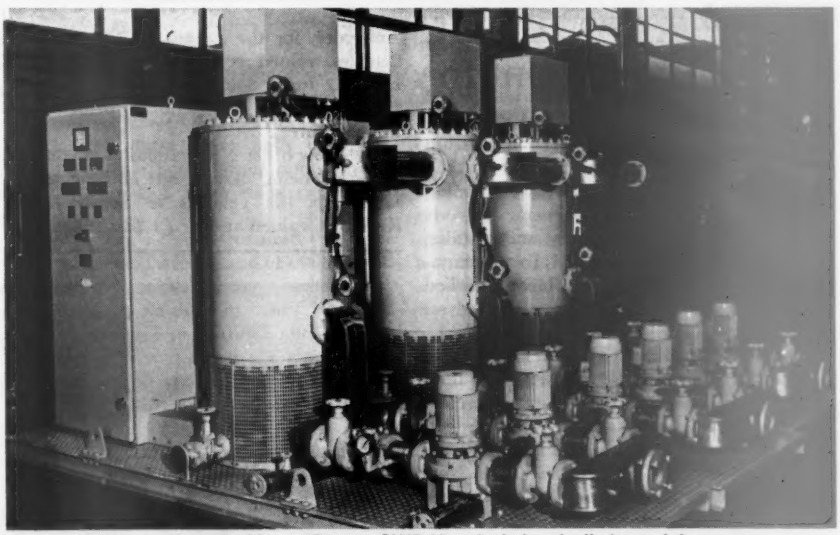
The management consultancy work is being undertaken for the petrochemicals, gas and refinery division of Sonatrach, and is concerned with management control, systems and procedures in general management, administrative and technical departments, and a wide ranging personnel assignment dealing with job evaluation, management development, career planning, operational systems, records and structure.

The management training assignments are dealing with the establishment of a management training centre in Arzew and the introduction and development of comprehensive training programmes for the industrial zones of both Arzew in western Algeria and Skikda in the east.

Under the secondment programme, Whitehead provides technical and managerial personnel to several areas of Sonatrach including petrochemicals, gas, refining, commercial, transport, engineering and production divisions. These staff are full time members of the Whitehead Group, but are directly responsible to Sonatrach management for particular managerial and technical functions with a specific responsibility for the training and development of Algerian personnel.

The Whitehead technical assistance approach helps to fill the gap in the middle to senior levels of management and ensures that the consultant side of the team is constantly in touch with practical realities. The overall emphasis given to training by both Whitehead teams ensures that local staff are developed as rapidly and effectively as possible.

Whitehead is also currently working for major clients in Libya, Saudi Arabia, Oman, and Nigeria and has recently established companies in Iran and Indonesia.



A second order for three Parkinson Cowan GWB 'Autolec' electrically heated, hot water boilers is being delivered to the Algerian Government for use on a 300 mile gas pipeline. There will be a total of five boilers installed; two units are already operating. Each unit is placed at pumping stations equally situated along the length of the pipeline.
The hot water from each boiler is used to warm the gas in the pipeline which has a tendency to freeze when recompressed. This is a necessary process because of the loss of velocity over great distances.

Studies for urban roads in Tripoli

Rendel, Palmer and Tritton, Consulting Engineers, London, have been engaged by the Municipality of Tripoli to carry out preliminary studies and the detailed engineering design for two urban roads in the city area. The roads under study are 40 km in total length and will relieve the city centre of through traffic. They will have dual carriageways with grade separated junctions at major intersections. The assignment is expected to take 13 months to complete.

Rendel, Palmer and Tritton are currently also engaged elsewhere in Libya on the detailed design of 15 km of urban roads for the Benghazi Municipality and on the design and supervision of construction of new port facilities at Misurata, Derna, Marsa Brega, and Benghazi for the General Ports and Lights Authority of the Libyan Arab Republic.

A BICC 525 kv oil-filled cable, coiled on a metal drum, arriving at the Grand Coulee Dam. The company's Supertension Cables Division has completed successfully more than £3 million of business in the USA. The cables for the Grand Coulee Dam constitute the highest voltage cable installation in the world.

British teddy bears and toys break through in USSR

Under an agreement just signed between the Foreign Trade Department of the Soviet Union and Dunbee-Combex-Marx Ltd., the Hornby-Pedigree-Scalextric toy group, millions of Russian children in the next few years will be playing with British-designed toys.

Ten-year agreement

The exclusive 10-year agreement is the first to be entered into since the Anglo-Soviet agreement in February. It is the first time ever that a British consumer goods concern has broken into Eastern Europe on a long-term basis.

A company spokesman explained that the agreement was for economic co-operation between the two parties. It involved DCM in supplying the Soviet Union with technical co-operation and know-how for the manufacture of a very wide range of toys, with actual moulds for the production of toys, and with some of the machinery required for using those moulds.

Guaranteed sales

The agreement provides for guaranteed sales of DCM toy moulds to a minimum value of £2½ million over the next 10 years. Additional sums are payable for other goods and services and it is anticipated that the total volume over the 10-year period could well be many times the minimum amount.

Some 100 million toys

Within one year of the British moulds going on the machines in Russian factories, it is estimated that some 100 million toys will be produced from them. They will be to British toy safety standards, which are amongst the highest in the world.

Equal design and quality

The technical know-how to be provided by DCM will enable the Soviet Union to achieve production standards equal in design and quality to those applicable in the UK. Experts from Britain will go to Russia to help set up the necessary equipment. Russian engineers and technicians will visit DCM factories in the UK.

British equipment for NSW expressway

A new £17 million motorway in Australia, for which Plessey Traffic and Instrumentation of Poole and Ferranti have supplied equipment worth £400,000, was opened on 24 July.

The two companies combined to win a major export contract for supplying, installing and commissioning a system to provide electronic aids to vehicle drivers and a toll registration system for the new Southern Expressway linking Waterfall and Bulli, New South Wales. Work was started in November 1973.

Early warning

Running through a mountainous region, the motorway is liable to extreme weather hazards. Drivers will receive early warning of fog and other difficult road conditions from the new system which also provides an emergency telephone service for road users and monitors traffic volume and speed.

Plessey signalling equipment on the expressway utilises display matrices to warn drivers of hazards via a full range of alpha-numeric legends. These indicate speed limits, weather warnings, lane closures and other instructions.

The control centre, which directs all warning signs and the telephone system on the expressway, is equipped with two Ferranti Argus 700 computers located in a building at the Waterfall Toll. These computers also monitor and register toll collections and maintain statistical records. In the central office expressway control staff use keyboards to enter signal controls via the computers. Feedback of information to the control staff on the operational state of expressway signals and traffic flows is by visual display units on the control consoles.

Commercial vehicles for South Africa

An order, for the supply of 78 commercial vehicles, valued at over £860,000, has been received from South African Railways by ERF Ltd., the independent British truck manufacturer.

This new order is an extension to contracts currently being carried out at ERF for the supply of 102 vehicles to South African Railways, valued at over £1.28 million.

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A large volume of British plant and equipment for a major South American oil project is being shipped through the Port of Liverpool. The £8 million oil terminal and jetty at Bayouar, Peru is being built by George Wimpey and Company Ltd., who gained the contract against strong international competition. The picture shows a 41-ton work boat for use in constructing the terminal being loaded on to the deck of the freighter *Neuenburg*, using the ship's own 150-ton heavy derrick, at Langton Dock. The shipment also included 800 tons of 60 ft. long steel pipes. Further shipments for the project are scheduled to leave the port of Liverpool. The next delivery, including 600 tons of steel pipes, each weighing about 7 tons, is expected to be shipped about the middle of this month. The Bayouar oil terminal is situated at the seaward end of a 557-mile oil pipe line across the Andes, from Concordia, Peru. It is being built for Petro Peru, the national oil company of Peru.

£2 million contract for Swiss dairy

APV of Crawley, Sussex, recently signed a contract worth £2 million for the supply of automation engineering services and equipment for what will be the largest dairy factory in Switzerland. Its processes will be computer-controlled.

The new combine dairy to be built at Herdern, by Verbandsmolkerei, Zurich, will replace four previous dairies and will handle 700,000 litres (154,000 gals) of milk per day. Products will include pasteurised milk, long-keeping milk, skim milk, ice cream, yoghurt, coffee cream, butter and milk powder.

Apart from its responsibility for the automation engineering, for which two PDP8 computers and five cleaning in-place sets will be supplied, APV plant will include 13 Paraflow plate heat exhangers, 68 Puma pumps and 1440 Zephyr air-operated valves.

Telephone exchanges for Bahrain

GEC Telecommunications Ltd. of England has received orders worth £100,000 for private telephone exchanges to be installed in Bahrain.

The orders, placed by Cable and Wireless Limited which operates the public telephone network in Bahrain, include a PABX4 exchange with 400 extensions and 40 exchange lines for the aluminium smelting works of Aluminium Bahrain (ALBA), and a PABX4 exhange with 200 extensions and 20 exchange lines for the new Gulf Air offices on the Bahrain airport complex.

The equipment will be made in the company's Private Systems Division factories in Coventry, and is scheduled for delivery in September 1975.

Refrigeration equipment for supermarkets, Iran

BOC-Linde Refrigeration Ltd., Ruislip, Middlesex, has won a contract worth almost £200,000 for refrigeration equipment for a chain of supermarkets now being built in Tehran, Iran.

The order, which was gained against severe international competition, is the largest single export contract gained by the company. It comprises refrigerated display cabinets, condensing units, and technical back-up by BOC-Linde engineers.

BOC-Linde is one of the largest suppliers of refrigerating equipment in the UK food distribution industry, and has exported products and given technical advice to countries in Africa, the West Indies and South America.

BAC jets for Philippines

Philippine Airlines Inc. (PAL), one of the largest in Southeast Asia and now the Philippines' sole domestic air carrier, is acquiring two more BAC One-Eleven 500 regional twin-jet airliners, to bring its total fleet of this type to nine aircraft.

PAL has been a leading BAC One-Eleven operator since it first introduced a fleet of three One-Eleven 400s in 1966. The airline now has a fleet of 20 British-built and Rolls-Royce powered domestic aircraft: nine BAC One-Eleven 500s and 11 HS748s – plus 10 Rolls-Royce powered YS11s.

Each of PAL's One-Eleven 500s carries upto 104 passengers in a high standard of comfort, is powered by two Rolls-Royce Spey-25 Mk512 DW turbofan jet engines, and cruises at speeds of up to 550 mph.

Bedford steam turbines go overseas

The Bedford-based engineering company of W. H. Allen Sons & Co. Ltd., a subsidiary of Amalgamated Power Engineering Ltd., has secured orders from sugar mills in Brazil, Australia, Nigeria, South Africa, and Jamaica, for multi-stage and single-stage steam turbines.

Generally the turbines required will have outputs between 3,000bhp and 11,000bhp and will be complete with alternator, control gear, and ancillary equipment for base-load electricity power generation and process steam supply. The turbines are either Allen type SLC or HES machines for which there has been a high demand from the sugar industry.

Corrugator for Poland

The first corrugator order from Polymex Cekop in Poland has been obtained by the Bristol-based Masson Scott Thrissell Engineering Company. The order worth £500,000 covers the supply of a Langston-Masson high speed corrugator and personnel to supervise the mechanical installation and to commission all equipment supplied by Masson Scott Thrissell Engineering Ltd.

To complete the installation, Masson Scott Thrissell will be supplying all the steel bridge work, bridge conveyors, steam system, electric drive, COPAR sheet length monitor and control equipment, and trim extraction equipment.

Masson Scott Thrissell (a member of the Molins Group) has been successful in selling other machinery to Poland in the past, but this is the first time that the company has sold a corrugator to that country and it represents a major break through in sales to Eastern Europe.

Installation is scheduled to commence at the Ostrolecken Celulozow-Papiernicze plant towards the end of 1975 where the corrugator will produce corrugated board for various types of packaging.

Part of a consignment of 39½ tons of cable, supplied by the Standard Telephones and Cables Newport factory, being loaded on to a chartered jet to Lagos. The cable will provide telecommunications lines for the Black Arts Festival, to be held in a specially-built village in Lagos, from 22 November to 20 December this year.

Trade Information

Simplification of ECGD cost escalation cover

Simplification of the Export Credits Guarantee Department cost escalation cover scheme was announced by Peter Shore, Secretary of State for Trade, in answer to a Parliamentary Question on 7 August.

Mr. Shore said: 'The Government has studied very carefully, in the light of experience of the scheme to date, the helpful comments of the Confederation of British Industry, trade associations and individual exporting companies but is not convinced of the need for major changes at this stage in the arrangements announced to the House on 20 February and 12 March.

'I believe that we have struck a fair balance between providing a measure of temporary protection where the need is greatest and imposing an excessive burden on public funds. In the final analysis only timely success in our counter-inflation policies will bring certain relief.

'But I appreciate the concern which some companies feel about their export prospects in the present difficult situation, and intend to keep this facility under constant review. I have instructed ECGD to introduce at once a simplification which I know most exporters will welcome. Under the present arrangements cover applies to increases in those UK costs which are acceptable under the scheme after item by item examination on each case. In order to streamline this system, for cash contracts wherever appropriate a standard proportion of 75 per cent of the total basic UK costs net of fixed-price sub-contracts will be regarded as eligible. For appropriate credit business the standard proportion will be 70 per cent. This improvement will considerably speed up exporters' negotiations with ECGD.

'The method of measuring cost escalation on completion of a contract will also be modified. In determining the precise amounts of the payments which it makes ECGD will continue to take due account of the cost increases as declared by the exporter. But whenever it accepts a well-established commercial price variation formula based upon Government indices as an appropriate means of setting objective limits to the escalation which it covers, the Department will no longer insist generally on independent certification of these increases. ECGD will of course pay regard to the effects of any abnormal occurrences during the contract which are not covered.

'Finally we have decided that a contract for the supply of several similar units will qualify for cover if, in addition to its meeting all the other access rules, each unit is worth £½ million or more. This seems the most practical way to limit the scheme to major capital goods.'

New business backed by ECGD

Two more loans for Argentine hydroelectric project

The Export Credits Guarantee Department has guaranteed a further two loans totalling £3.8 million which Lazard Brothers and Co. Ltd. have arranged with Hidronor SA of Argentina for use on the El Chocon hydroelectric project.

The first loan of £1.3 million was made available by The Royal Bank of Scotland Ltd. to help finance a contract awarded to Parsons Peebles Ltd. of Edinburgh for the supply of three power transformers for the Ezeiza Substation (part of the El Chocon project).

The second loan of £2.6 million was made available by Midland Bank Ltd. to help finance a contract awarded to GEC Switchgear Ltd. for the supply and installation of synchronous compensators also for the Ezeiza Substation.

This brings the total amount of loans guaranteed by ECGD for El Chocon to £30 million.

Two desalination plants for Qatar

The Export Credits Guarantee Department has guaranteed a loan of £1.3 million to help finance a contract to supply and erect two desalination plants for the Qatar Fertiliser Company at its fertiliser complex at Umm Said which is doubling its production capacity. The Umm Said industrial complex is situated 30 miles south of Doha capital of Qatar.

The loan arranged by Hambros Bank Ltd., on behalf of The Royal Bank of Scotland Ltd., was made available to the Qatar Fertiliser Company.

Weir Westgarth, of Glasgow, is responsible for designing and commissioning the plants which are scheduled to be on stream early in 1976. Each plant will have a daily production capacity of 600,000 imperial gallons of pure water and will be capable of continuous operation.

£1.3m loan for Colombia's expanded electric power facilities

The Export Credits Guarantee Department has guaranteed a loan of £1.3 million to help finance a contract which GEC Switchgear Ltd., of Trafford Park, Manchester has with Interconexion Electrica SA (ISA), Colombia.

GEC are responsible for the design, manufacture, supply and commissioning of outdoor equipment for the connection yard of the hydroelectric power station at Chivor and the substations of Torea, La Mesa and Paipa.

Finance for the loan was arranged by J. Henry Schroder Wagg and Co. Ltd., on behalf of Lloyds Bank Ltd.

Handwoven fabrics from certain developing countries

An Order, (the Import Duties Quota Relief) Order 1975 (SI 1975 No. 1290) has been made amending the Import Duties (Quota Relief) (No. 9) Order 1974, Schedule 2, (SI 1974 No. 2188), in respect of the tariff quotas for certain handwoven fabrics imported from a number of developing countries. The Order, which came into operation on 5 August, gives effect to an EEC Regulation (No. 1910/75, *Official Journal* L195, 26 July 1975). The Regulation increases the level of the Community tariff quota reserve for handloom fabrics of silk, and makes it clear that in the description of pile and chenille fabrics falling within tariff heading 58.04 the goods are of cotton.

Inquiries: General Division 2, Department of Trade, Room 333, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ.

Commercial agents in France

The FNAC (Fédération Nationale des Agents Commerciaux) represents the interests of French commercial agents. About 50 per cent of the members are representatives of food and drink firms, 30 per cent other consumer goods and 20 per cent capital goods.

The FNAC's annual Congress will be held at the Palais Sud, Parc des Expositions, Porte de Versailles, Paris on 24 November. It is expected that, as in the past, a large number of agents will be present looking for French and foreign principals. British firms who are interested in attending in order to find agents should write to:

Monsieur Jean Pataut
Délégué Général
Fédération Nationale des Agents Commerciaux
23 rue des Mathurins
75008 Paris. Tel: 265.35.34

Two points should be borne in mind:

1 These commercial representatives are not importers. They are commission agents, selling on a regional and, sometimes, national basis.
2 Some British firms who have attended these Congresses in previous years have reported that they found it difficult to establish the right contacts.

Iran: hotel accommodation . . .

In view of pressure on hotel accommodation in Iran, business visitors are advised to book well in advance, possibly a minimum of six weeks before the visit. The Embassy, because of the amount of commercial work, is obliged to adhere strictly to the Diplomatic Service Procedure which does not allow staff to assist in securing hotel bookings.

. . . and living conditions

The British Businessmen's Group in Iran has published a booklet on 'Living Conditions in Iran'. Copies are now available from CRE5, 1 Victoria Street, London SW1H 0ET, at a cost of £5 each. Inquiries: CRE tel. 01-215 3454.

CRE Commercial Relations and Exports Divisions
Department of Trade
1 Victoria Street, London SW1H 0ET
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section,
Export Data Branch
Export Services and Promotions Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757 (extension at end of each notice)

International Datapost on demand

The Post Office has extended its growing international Datapost service by making it available 'On Demand' for the first time.

Until now the service, used by British business for the carriage of commercial papers and documents, has been available only on a contract basis to firms who could guarantee business on a regular basis. The 'On Demand' facility will be available at four London and 26 provincial centres. There will be a two-way flow of traffic between these centres and towns and cities throughout the United States, Brazil, The Netherlands and Hong Kong.

The Post Office says that consignments handed in at any of the UK centres will be delivered throughout the USA, Brazil and The Netherlands within 48 hours. Hong Kong consignments may take a few hours longer.

Customers who will pay £10 a year plus a charge for each consignment, will be able to use the new service as frequently as they wish.

The Post Office's existing inland road, rail and air network will be used to transport urgent 'On Demand' consignments from the provincial centres to London's Heathrow and Gatwick airports where they will be despatched on scheduled flights to the foreign destination.

Hints to business men booklets

Revised editions of the booklets on Syria, Lebanon and Denmark have been published in the 'Hints to Business Men' series. British business men who intend visiting these countries on export business can obtain copies of the booklets from Export Services and Promotions Division, Department of Trade, Room D 05-09, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7146), or any Regional Office of the Department of Industry.

New Zealand: Devaluation

On 10 August the New Zealand Government announced devaluation of the currency by 15 per cent. The new rate is approximately:

1 NZ dollar = 50p.
Ref. CRE 299/75. Inquiries: tel. 01-215 5321.

Photonews: exports to OPEC

Left: Contract being signed in Abu Dhabi by the Minister of Petroleum and Mineral Resources of the United Arab Emirates, Mani Said Al-Otaiba, and W. A. Willox, of Hunting Geology and Geophysics Ltd., London. The first stage of a search for mineral potential will include the study of photography from the Landsat earth resources satellite.

Right: Mini-Bongoes for Saudi Arabia . . . portable concrete vibrator-units designed by Compacting Equipment Ltd., Warwick. It is a lightweight model for overseas contracting, where wooden scaffolding is still often used. The picture shows part of a large consignment for Jedda.

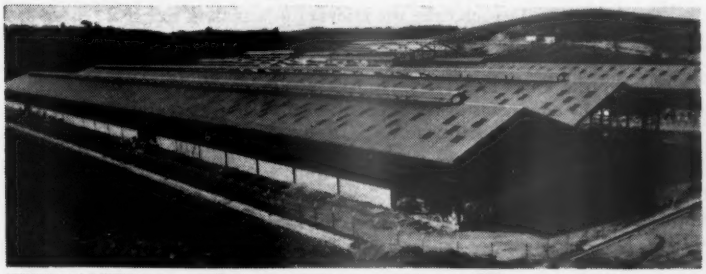
Bottom: Projects recently completed at Umm Said, Qatar, by Davy Powergas Ltd., London—Qatar Petroleum Co.'s natural gas liquids plant, with an output of 800,000 tons a year. Davy Powergas won the contract for the engineering and construction.

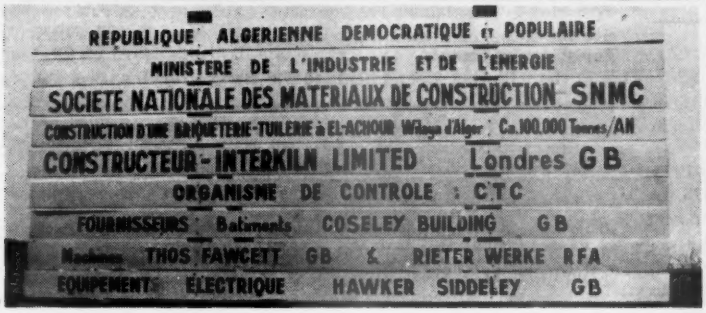
Following the 'Into OPEC' special report published with *Trade and Industry* on 11 July, we illustrate on these pages further examples of British export enterprise. The countries forming the Organisation of Petroleum Exporting Countries are the fastest growing markets in the world.

Left: Interkiln, London, is building four 100,000 tonnes a day brick and tile factories, together worth £15 million, for SNMC, the Algerian State construction materials company. Top picture shows the stage which the El Achour factory has reached, and lower picture shows the British firms participating in the project.

Right: LancerBoss lift truck at an Algerian port. Last year LancerBoss sold over £1 million worth of lift trucks to Sonama, the Algerian State materials-handling company.

Bottom: Model of the Faculty of Agriculture of the University of Tripoli now under construction. The architects are James Cubbitt and Partners, who were also responsible for Benghazi University.

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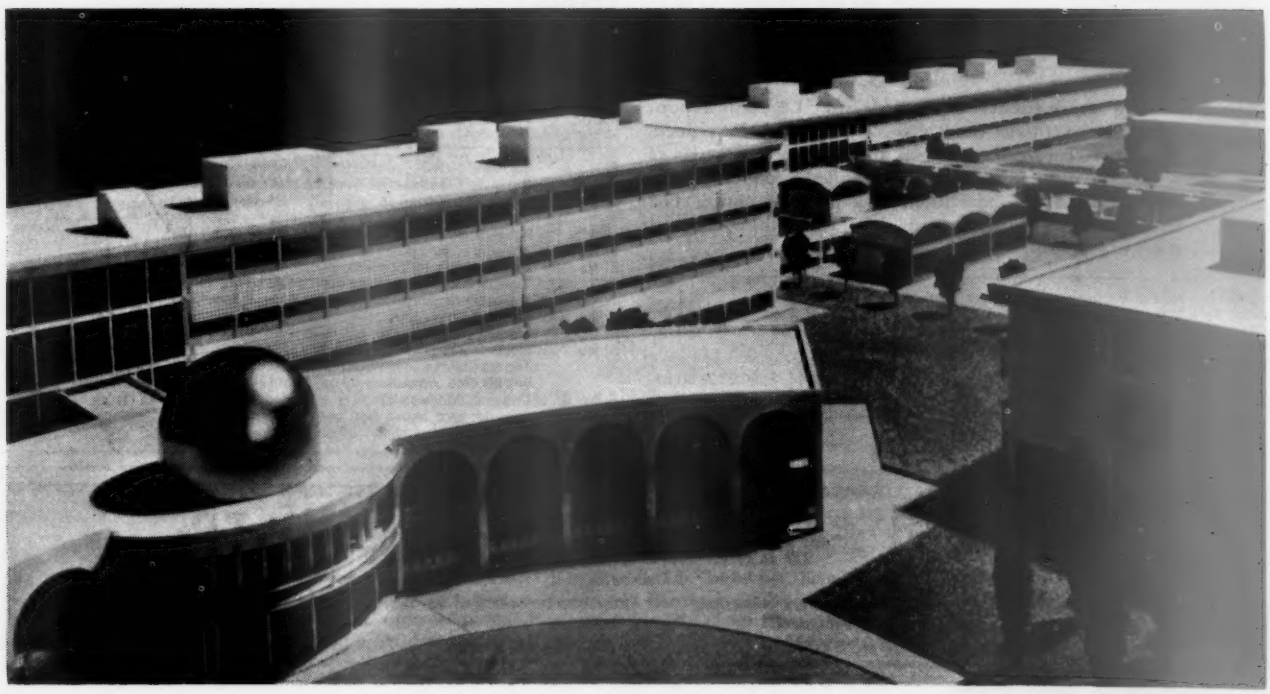

Tariff and Trade Notices

Austria

Paper: duty-free quota exhausted. The Austrian Federal Ministry for Commerce, Trade and Industry has announced in BGBl 361 of 1 July 1975 that the duty-free quota established in accordance with Protocol I of the EEC/Austria Free Trade Agreement for goods classified under heading 48.01 A8 originating in the United Kingdom has been exhausted. Imports originating in the United Kingdom will therefore be dutiable as follows:

ex 48.01	Paper and paperboard (including cellulose wadding) machine-made, in rolls or sheets A. Machine made paper (except for goods falling within sub-heading C)	
ex 48.01 A8	– Printing and writing paper, not containing mechanical wood.	5.2%

These duties will apply until 31 December 1975 or until the higher duties provided for in Article 6 of Protocol I are invoked. A new duty-free quota will be opened on 1 January 1976. Inquiries: OTAR ext. 458/461.

Switzerland

Turnover tax: increased rates. Swiss *Recueil* No. 26, 7 July 1975, published increased rates of turnover tax. From 1 October 1975 the new rates will be 5.6 per cent for the retail trade and 8.4 per cent for the wholesale trade. Turnover tax is currently levied at 4.4 per cent and 6.6 per cent respectively. Inquiries: OTAR ext. 458/461.

Yugoslavia

Manufacturing equipment: duty reduced. Legislation published in the Yugoslav *Official Gazette* No. 28, 6 June 1975, reduces duty rates to 5 per cent during 1975 on imports into Yugoslavia of equipment used to manufacture certain specified products. These products are additional to those listed in a previous notice. The products and the Yugoslav tariff numbers under which the equipment is classified are as follows:

Equipment used in the construction of gas pipelines:
71.18 3a 73.20 1, 2; 73.22 1a; 73.24; 73.37 1b; 73.40 2; 84.10 3, 5; 84.11 2; 84.14 4c; 84.15 1a; 84.17 1e, j; 84.18 2b; 84.21 3; 84.22 5c; 84.53 2; 84.59 2m; 84.61 1, 2; 84.64; 85.22 2c; 85.23 4; 85.24 4; 90.23 2; 90.25; 90.28.
Equipment used in mining and geological prospecting operations:
84.10 2, 5; 84.22 5e; 84.23 4a, b, 6, 7, 12; 90.12 2; 90.13 2; 90.14 1-3; 90.23 2; 90.24; 90.25; 90.28.

Inquiries: OTAR ext. 288/466/467.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exporters (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Lebanon

Tariff amendments: The Lebanese authorities issued on 24 June 1975 the following amendments to the customs tariff.

Item no.	Description	Rate of duty
27.11	Petroleum gases and other gaseous hydrocarbons:	
11	a Butane gas	1,500 Lebanese piastres per 1,000 kilogrammes (net)
21	b other	8% *ad val.*

Inquiries: OTAR ext. 7062/475

Israel

Standards. The Standards Institution of Israel has issued the following standards:

SI No. 62	Insulated bushing connectors for electric conductors.
SI No. 70	Containers for liquefied hydrocarbon gases (commercial petroleum gases).
SI No. 153	Boxes for insulated conduits with light steel sheath. The standards above have been declared official and compliance with them will become compulsory 60 days from 22 July 1975.
SI No. 299	Marking of gold products
SI No. 608	Electric plates for domestic cooking appliances The standards above have been declared official and compliance with them will become compulsory 60 days from 19 July 1975.
SI No. 583	Electric heating pads
SI No. 606	Identification marks for gas cylinders
SI No. 793	Electric toasters The standards above have been declared official and compliance with them will become compulsory 60 days from 26 June 1975
SI No. 6	Concrete flooring tiles The standard above has been declared official and compliance with it will become compulsory 60 days from 3 July 1975.

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The Standards Institution of Israel issues an English translation of the standard and copies may be obtained from British Standards Institution Library, 2 Park Street, London W1 (tel. 01-629 9000, telex 266933). British exporters requiring technical advice are advised to contact Technical Help to Exporters, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts HB1 1BR (tel. 0442-3111, telex 82424).

No further information is available. Inquiries: OTAR ext. 458/461.

Ivory Coast

Import regulations. In an attempt to counter the under-invoicing for customs duty purposes of goods being imported into the Ivory Coast, the Ministry of Commerce has, by Decree No. 75-422, instituted an obligatory inspection procedure prior to shipment. Arrete 0137/MC of 26 June has also been promulgated and this document gives in more detail the procedure to be followed and lists the goods and countries exempted from the provisions of the decree.

It is believed that the organisation appointed to verify the quality, quantity and prices of goods to be imported is the General Superintendence Co. of Geneva. Exporters to the Ivory Coast are advised to contact the General Superintendence Co. (UK) Ltd., Orchard Lea, Winkfield, nr. Windsor, Berks (tel. 0344-7 4131, telex 847147) before final packing of goods for shipment. Inquiries: CRE tel. 01-215 5334.

Textiles: import 'visas'. By decision of the Ivory Coast's Minister of Commerce, the import of all textile products falling within tariff chapters 50-63 inclusive cannot – from 13 June 1975 – be effected without the prior issue of a 'visa' from the Direction du Commerce Exterieur. Inquiries: OTAR ext. 472/462/471/473.

Import duties. Ivory Coast Government Ordinance of 18 July 1975 stipulates that all imports from EEC countries are subject to customs duties at the minimum rate on entry into the Ivory Coast. Inquiries: OTAR ext. 472/462/471/473.

South Africa

Milk and milk products. Notice R1415 published in the South African *Government Gazette*, 25 July 1975, proposes amendments to the regulations governing milk and milk products under the Foodstuffs, Cosmetics and Disinfectants Act.

Comments or representations should reach the Secretary for Health, Private Bag X88, Pretoria by 24 October 1975. Inquiries: CRE tel. 01-215 5274.

Pharmaceutical products. Notice No. 534 of 1975 published in the South African *Government Gazette*, 1 August 1975, gives notification that the Board of Trade and Industries has been directed to investigate whether any monopolistic conditions exist in the supply and distribution of pharmaceutical products. Representations to the Board of Trade and Industries, Private Bag X342, Pretoria 0001, should be submitted by 26 September 1975. Inquiries: CRE tel. 01-215 5274.

Australia

Leather and Leather substitute products: Industries Assistance Commission Report released: A notice in *Trade and Industry* on 23 November 1972 reported a reference to the Tariff Board on leather and leather substitute products. The Industries Assistance Commission (which replaced the Tariff Board in 1973) has completed its inquiry and recommended that goods covered by tariff item 43.04.9 be dutiable at 12 per cent, tariff items 42.02.9 and 42.03.9, reducing to 25 per cent after one year, and all other goods under the original reference at 25 per cent.

The Australian Government is seeking further views and interested parties are invited to submit comments to the Department of Manufacturing Industry in Canberra by 8 September.

We have no information at present as to how these measures will affect the result of the more recent request for temporary protection by the Australian luggage and personal leathergoods industry.

Inquiries: OTAR tel. 468/469/401. Ref. CRE 2172/72.

New Zealand

Motor spirits duty. Further information is now available on the Customs Acts Amendment Act 1975 (see *Trade and Industry*, 1 August 1975, page 294). The Amendment Act came into force on 23 May 1975, revoking tariff items 22.08.008, 27.10.201, 27.10.202, 27.10.203, 27.10.209, 29.04.002, 36.08.002, 36.08.003, 38.19.241, 38.19.242 and 38.19.243 and substituting the following:

No.	Description	Unit	Rates of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
Chapter 22	BEVERAGES, SPIRITS AND VINEGAR					
22.08	Ethyl alcohol or neutral spirits, undenatured, containing not less than 140 per cent of proof spirit; denatured spirits (including ethyl alcohol and neutral spirits) of any strength: Ethyl alcohol or neutral spirits, denatured, to which has been added ethyl ether, benzol or approved petroleum products, in such proportions as may be approved by the Minister and under such conditions as he may prescribe					
22.08.012	As may be determined by Minister per l	1	1974	9.36c	9.36c	
22.08.013	Other per l	1	1974	8.7c	8.7c	Aul 8.7c per l
Chapter 27	MINERAL FUELS, MINERAL OILS AND PRODUCTS OF THEIR DISTILLATION; BITUMINOUS SUBSTANCES; MINERAL WAXES					
27.10	Petroleum oils and oils obtained from bituminous minerals, other than crude; preparations not elsewhere specified or included, containing not less than 70 per cent by weight of petroleum oils or of oils obtained from bituminous minerals, these oils being the basic constituents of the preparations: Motor spirit: In bulk in ships' bottoms or in containers of a capacity of 4.546 litres or more:					
27.10.201	Imported by the holder of a licence under the Motor Spirits Duty Act 1961	1	1974	Free	Free	Aul Free
	Otherwise imported:					
27.10.204	As may be determined by the Minister per l	1	1974	9.36c	9.36c	
27.10.205	Other per l	1	1974	8.7c	8.7c	Aul 8.7c per l

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No.	Description	Unit	Year	Rate of duty effective on and after 1 July: Normal tariff	British preferential	Other preferential rates of duty
	In other containers:					
27.10.206	As may be determined by the Minister	per l	1974	9.36c	9.36c	
27.10.207	Other	1	1974	25% plus 5.87c or†	21% plus 5.87c or†	Aul 20% plus 5.87c per l or†
		per l	1975	25% plus 5.87c or†	22% plus 5.87c or†	Can 20% plus 5.87c per l or†
		per l	1976	25% plus 5.87c or†	23% plus 5.87c or†	CPC20% plus 5.87c per l or†
		per l	1977	25% plus 5.87c or†	25% plus 5.87c or†	
27.10.208		per l	1 1974	9.17c	8.64c	Aul 8.51c per l
		per l	1975	9.17c	8.77c	Can 8.51c per l
		per l	1976	9.17c	8.90c	CPC 8.51c per l
		per l	1977	9.17c	9.17c	
Chapter 29						
ORGANIC CHEMICALS						
II – ALCOHOLS AND THEIR HALOGENATED, SULPHONATED, NITRATED OR NITROSATED DERIVATIVES						
29.04	Acyclic alcohols and their halogenated, sulphonated, nitrated or nitrosated derivatives:					
	Methanol (methyl alcohol):					
29.04.002	When declared for use solely as racing fuel	per l	1 1974	8.7c	8.7c	
Chapter 36						
EXPLOSIVES; PYROTECHNIC PRODUCTS; MATCHES; PYROPHORIC ALLOYS; CERTAIN COMBUSTIBLE PREPARATIONS						
36.08	Other combustible preparations and products:					
	Liquid fuels of a kind used in mechanical lighters, in containers of a capacity not exceeding 300 cm^3:					
36.08.002	Motor spirit as defined in Note 5 to Chapter 27	1	1974	25% plus 5.87c or†	21% plus 5.87c or†	Aul 20% plus 5.87c per l or†
		per l	1975	25% plus 5.87c or†	22% plus 5.87c or†	Can 20% plus 5.87c per l or†
		per l	1976	25% plus 5.87c or†	23% plus 5.87c or†	CPC 20% plus 5.87c per l or†
		per l	1977	25% plus 5.87c or†	25% plus 5.87c or†	
36.08.003		per l	1 1974	9.17c	8.64c	Aul 8.51c per l
		per l	1975	9.17c	8.77c	Can 8.51c per l
		per l	1976	9.17c	8.90c	CPC 8.51c per l
		per l	1977	9.17c	9.17c	
Chapter 38						
MISCELLANEOUS CHEMICAL PRODUCTS						
38.19	Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), not elsewhere specified or included; residual products of the chemical or allied industries, not elsewhere specified or included:					
	Methanol (methyl alcohol) to which has been added ethyl ether, benzol or approved petroleum products, in such proportions as to make it suitable for use as fuel in piston engines of motor vehicles or aircraft					
38.19.244	As may be determined by the Minister	per l	1 1974	9.36c	9.36c	
38.19.245	Other	per l	1 1974	8.7c	8.7c	
38.19.246	Metalworkers' surface- and case-hardening preparations		1974	Free	Free	Aul Free
38.19.247	Mixed gases, liquefied or compressed	kg	1974	Free	Free	Aul Free

No further information is available. Inquiries: OTAR ext. 401/468/469.

Tariff amendments. The New Zealand Government has issued Customs Tariff (Balls or rods for use in grinding mills and converters, ingot moulds, ladles and casting machines). Amendment Order 1975 which came into force on 18 July 1975 amending tariff items 73.40.433, 84.43.001 and 84.43.009 to read as follows:

No.	Description	Unit	Rates of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
Chapter 73						
IRON AND STEEL AND ARTICLES THEREOF						
73.40	Other articles of iron or steel:					
73.40.433	Balls or rods for use in grinding mills	kg	1975	5%	5%	Aul Free Can Free CPC Free
Chapter 84						
BOILERS, MACHINERY AND MECHANICAL APPLIANCES; PARTS THEREOF						
84.43.000	Converters, ladles, ingot moulds and casting machines, of a kind used in metallurgy and in metal foundries.	kg	1975	45%	45%	Aul 25% Can 25% CPC 25%

The New Zealand Government has issued Customs Tariff (Composite) Amendment Order (No. 2) 1975 which came into force on 1 August 1975 amending tariff items 39.07.392, 59.03.018 and 73.38.002, which now read as follows:

No.	Description	Unit	Rates of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
Chapter 39						
ARTIFICIAL RESINS AND PLASTIC MATERIALS, CELLULOSE ESTERS AND ETHERS; ARTICLES THEREOF						
39.07	Articles of materials of the kinds described in headings Nos. 39.01 to 39.06:					
39.07.392	Baths including shower baths and parts thereof	No.	1975	30%	30%	Aul 10% Can 22½% CPC 22½%
39.07.396	Other articles		1975 1976 1977	47% 45½% 42½%	36½% 38½% 42½%	Aul 32½% Can 32½% CPC 32½%
Chapter 59						
WADDING AND FELT; TWINE, CORDAGE, ROPES AND CABLES; SPECIAL FABRICS; IMPREGNATED AND COATED FABRICS; TEXTILE ARTICLES OF A KIND SUITABLE FOR INDUSTRIAL USE						
59.03	Bonded fibre fabrics, similar bonded yarn fabrics, and articles of such fabrics, whether or not impregnated or coated:					
	Articles:					
59.03.018	Other		1975	30%	30%	Aul 20% Can 20% CPC 20%
Chapter 73						
IRON AND STEEL AND ARTICLES THEREOF						
73.38	Articles of a kind commonly used for domestic purposes, sanitary ware for indoor use, and parts of such articles and ware, of iron or steel:					
	Sanitary ware for indoor use and parts thereof:					
73.38.002	Baths including shower baths and parts thereof	No.	1975	40%	40%	Aul 10% Can 32½% CPC 32½%

Aul = Australia Can = Canada CPC = Commonwealth Preference countries

Inquiries: OTAR ext. 401/468/469

Jamaica

Consumption duty. The Jamaican authorities by a Resolution made on 18 June 1975 have made amendments to the rate of duty on spirits, beer and tobacco as follows:

SCHEDULE

Heading no.	Description of goods	Unity for duty	Rate of duty
ex 22.05 to 22.09 and ex 33.01 to 33.06	Spirits (n.e.s. and excluding spirits to which a substance has, or substances have, been added to render such spirits noxious and non-potable).	per gallon	$8.5714 at the strength of proof spirit as ascertained by Syke's hydrometer and the Table of Calculations to be used in connection therewith, and so in proportion for any greater strength or less degree of strength or greater or less quantity.
22.03	Beer made from malt (including ale, stout and porter) of a strength not exceeding twenty per cent proof spirit.	per gallon	53 1/3 cents
ex 24.02.2	Cigarettes (excluding cigarettes which the Collector General is satisfied would not fetch more than $20.475 (duty inclusive) per 1,000 cigarettes in the open market in Jamaica if sold to a local distributor).	per 100 cigarettes	$1.265

Inquiries OTAR 7312/456/457.

Consignments for Sydney, Melbourne, Perth, Copenhagen, Gothenburg, Oslo and Hong Kong can be seen in this part of the export despatch area at the factory in Leeds of Howson-Algraphy, an operating group of Vickers Ltd. The group, which manufactures lithographic printing plates and process chemicals, doubled its export between 1972 and 1974, to exceed £7½ million annually. Over half of the turnover is represented by exports, and customers are to be found in 100 countries. The group gained the Queen's Award to Industry for export achievement this year, following a similar award in 1973 as Howson Algraphy Ltd.

Control of pesticides: The Jamaican authorities by Act No. 6 of 18 March 1975 have introduced the Pesticide Control Act, which makes provision for regulating the importation, manufacture, sale and use of pesticides and for the licensing of pest control operators. Copies of the text may be obtained from OTAR ext. 7312/456/457.

Guyana

Consumption tax. The Guyana authorities by Order No. 66 of 1975 have imposed consumption tax on the following items:

ex 20.05	Jams, fruit, jellies, marmalades, fruit puree and fruit pastes, being cooked preparations, whether or not containing added sugar.
	Jams, marmalades and jellies of citrus fruit
	Jams, marmalades and jellies, other
ex 20.06	Fruit otherwise prepared or preserved whether or not containing added sugar or spirit
	Roasted or salted peanuts
ex 21.04	Tomato ketchup
ex 21.07	Peanut butter
ex 62.02	Bed linen, table linen, toilet linen and kitchen linen, curtains and other furnishing articles.
	Bed sheets and pillow cases
ex 73.29	Chains and parts thereof, of iron or steel
	Other steel chains, for use in industry
	Other steel chains for other use

Inquiries from OTAR ext. 7312/456/457.

Chile

Duty reductions. Decree No. 833 reduces the rates of duty for the following items:

		New *ad valorem* rate
39.02.09.00(01)	Polypropylene granules	25% (previously 35%)
62.03.05.01	Polypropylene sacks and bags	70% (previously 120%)

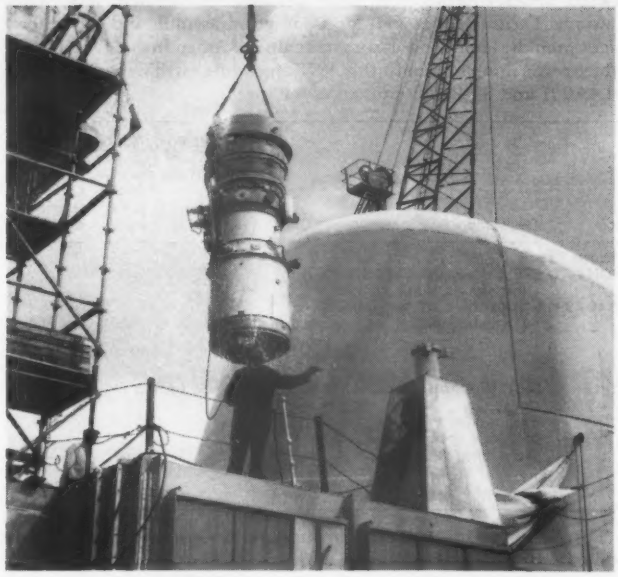
Decree No. 841 reduces the rate of duty for the following item:

		New *ad valorem* rate
84.10.04.01	Centrifugal pumps with following work ranges: output diameter: 1-10 inches altitude of discharge: up to 299m. delivery: up to 250 litres per second	80% (previously 100%)

Decree No. 896 reduces the rate of duty affecting the following item:

		New *ad valorem* rate
7.16.89.04.00	Aluminium discs for producing collapsible tubes	40% (previously 95%)

Inquiries OTAR. Ext. 474/476.



The gas generator unit of one of two 28,000 hp Rolls-Royce Olympus TM3B main propulsion gas turbines is put aboard *Niteroi*, one of the 3,500-ton Vosper Thornycroft Mark 10 frigates under construction for Brazil at the company's Woolston, Southampton, shipyard.

Uruguay

Assembled cars and trucks: suspension of imports. Uruguayan Decree 167/975 suspends until 30 November 1975 all imports of assembled vehicles of BN heading 87.02.01.00 for the transport of persons and orders the Commission of the Car Industry to study the levels of protection to be granted to the industry before the abovementioned date. It is likely that the administration will allow the importation of kits and assembled tractors and trucks; the latter being subject to surcharges to be later determined. Inquiries: OTAR ext. 474/476.

Agricultural machinery for sugar cultivation. Law 14.392 states that agricultural machinery for the cultivation of sugar and parts and accessories will be admitted free of all surcharges including the minimum customs and additional duties, as well as all other import duties and taxes applied to such articles, the payment of consular fees and duties of laws 13.637 and 14.100 provided it is permitted by the Comision Honoraria del Azucar. Inquiries: OTAR ext. 474/476.

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Capital goods: prior deposits. The Uruguayan Central Bank has decided that from 1 July 1975 capital goods will not be subject to a minimum prior deposit of 35 per cent of cif value when:

a they are needed for the execution of projects declared of national interest;
b they are used in activities protected by promotional decrees;
c they are imported with financing from abroad under credit granted by international or governmental financing institutions or when they have financing support from the Bank of the Republic through its Development Promotion Division;
d they are used in projects related to the fishing industry, with the approval of the National Fisheries Board.

Inquiries: OTAR ext. 474/476.

Machinery for tobacco cultivation. Decree no. 544/975 extends the temporary exemption from the payment of customs duties and additional duties, taxes, surcharges and consular fees on imports of machinery, tools and spares used in the cultivation of tobacco, until 1 June 1976. Inquiries: OTAR ext. 474/476.

Duplicator stencils: tariff amendment. Decree 512/975 amends the tariff to include the following sub-heading:

39.07.02.20	Duplicator stencils	kg	$81.12	110%

Inquiries: OTAR ext. 474/476.

Official valuation. Decree 509/975 amends the unit and official valuation of headings 69.07 and 69.08 as shown below.

69.07	kg	$ 6.49	110%
69.08	kg	$15.00	110%

Inquiries: OTAR ext. 474/476.

Argentina

Suspension of 'non-essential' imports. Resolution 22 of 4 August 1975 states that the Argentine Ministry of Economy has suspended until 31 December 1975 the importation of a wide variety of articles classified as non-essential. The list will include certain dairy products, chemicals, pharmaceuticals, textiles, minerals, metals, hand tools, certain machines, and processing equipment. The resolution also suspends the import of used goods until 31 December 1977.

Resolution 23 establishes stricter requirements on the issue of import permits. Sectors not affected are imports of capital goods.

There is no further information available at present. Inquiries: OTAR ext. 474/476.

One of three carpet printing lines at the factory of Donaghadee Carpets Ltd., in County Down, Northern Ireland. This machine was developed by Bradford Dyers' Association, which, like the Northern Ireland company, is a subsidiary of Carrington Viyella Ltd. Donaghadee Carpets this year gained its second Queen's Award for export achievement, the first award having been gained in 1972. Exports have increased by more than £2½ million over a three-year period, to reach £4½ million annually. Principal markets supplied are the EEC and EFTA areas, with exports to the EEC more than doubling in a year.

European Community

Council examines Commission's five data-processing proposals

Five draft proposals designed to strengthen the competitive power of the indigenous EEC computer industry and broaden its market capabilities are now being considered by the Council.

The proposals, which have been forwarded to the Council by the Commission, stem from a Council Resolution on a Community policy for data processing of 15 July 1974. The object was to find ways and means of strengthening the European-based computer industry through closer links between manufacturers and collaboration in a limited number of development projects in hardware, software and data processing applications; collaboration would also extend to joint action on standards and procurement.

Data-bank for organs

The first project concerns the development of a European data-bank for organs and blood to enable Community members to exchange information on potential donors and recipients. The draft proposal aims to use data-processing techniques to determine compatibility of organs, notably kidneys, for transplant purposes.

System for imports and exports

The second project would set up a study to determine requirements for a Community framework within which Member States and the Commission may develop and link data-processing systems for agricultural imports and exports.

Legal information and document retrieval

Another proposal, which aims to draw up a general framework for developing computer-based legal information and document retrieval systems, already has the approval of the Council of Ministers of Justice. In November last year they adopted a resolution which agreed that a study of the potential of computer techniques in this field was desirable.

Air traffic control

The Commission's fourth draft concerns the field of air traffic control. It proposes a study of real-time data-processing systems required for air traffic control by the 1980s. The aim is to find a European solution for a European problem in an area where the American computer industry currently reigns supreme.

Computer-aided design

The fifth proposal would establish two development studies in computer-aided design techniques. It recognises the growing importance of these techniques in the general industrial field.

The proposals have already been examined by the European Assembly and the EEC's Economic and Social Committee is also being consulted. A Council decision on all five projects is expected by the end of the year.

Further EIB loans for British Gas

Two loans worth a total of £23.6 million have been granted to the British Gas Corporation by the European Investment Bank.

The money, which has been provided for 10 years at an interest rate of 9½ per cent, will be used by the Corporation to help finance Phase II of an extension to the onshore natural gas distribution grid to permit deliveries from the Frigg gas field in the North Sea.

The major work will involve laying the second of two 36 in. diameter feeder pipelines, running 173 miles from the coastal terminal at St. Fergus in the Grampian region of Scotland, where the Frigg gas will come ashore, to the junction with the existing natural gas distribution system at Bathgate, near Glasgow.

Earlier this year the EIB provided £24.2 million to help finance the first of these feeder pipelines, plus extensions to Preston in the North-West of England and to Bishop Auckland in the North-East*.

The latest loans bring to £211 million the total finance provided by the European Investment Bank for projects in the United Kingdom since this country joined the Community.

* A report appeared in the 11 July issue of *Trade and Industry*.

EEC and Hong Kong reach agreement on textile products

Negotiations between the Community and Hong Kong have now resulted in an agreement for trade in textile products.

Annual ceilings have been agreed for 14 categories of Hong Kong's textile exports to EEC markets. Products affected include cotton or synthetic fibre fabrics, pullovers, suits, jeans, and table and bed linen.

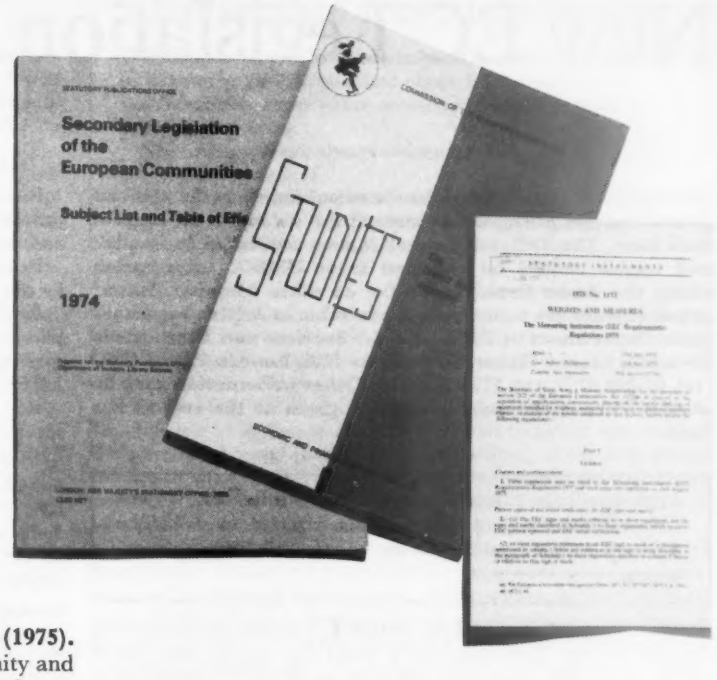
Between now and the end of 1977, when the agreement expires, the ceilings will be increased from year to year in variable proportions according to the products.

UK quota

Details of the UK quota in these arrangements will be published shortly.

Publications on the European Communities

Listed below are official publications on European Communities' matters issued during the period 9 July-1 August 1975. All can be obtained from Her Majesty's Stationery Office. Orders, quoting the Standard Book Number which is given in brackets after each title in the list, should be sent to HMSO, PO Box 569, London SE1 9NH. The price inclusive of postage is given in parenthesis at the end of each reference.



Parliamentary Publications

Cmnd 6092. European Communities No. 70 (1975). Agreement between the European Economic Community and the Republic of Austria on the Application of the Rules on Community Transit. Brussels, 30 November 1972 and Additional Protocol on Special Procedures implementing the Agreement following the Accession to the European Economic Community of the Kingdom of Denmark, Ireland and the United Kingdom of Great Britain and Northern Ireland. Brussels, 1 January 1974 (The Agreement entered into force on 1 January 1974 and the Additional Protocol on 2 January 1974.) [10 160920 5]. 108 pp. £1.35 (£1.46).

Cmnd. 6093 European Communities No. 68 (1975). Agreement between the European Economic Community and the Swiss Confederation on the Application of the Rules on Community Transit, Brussels, 23 November 1972 and Additional Protocol on Special Procedures implementing the Agreement following the Accession to the European Economic Community of the Kingdom of Denmark, Ireland and the United Kingdom of Great Britain and Northern Ireland. Brussels, 4 December 1973. (The Agreement and the Additional Protocol entered into force on 1 January 1974). [10 160930 2]. 112 pp. £1.35 (£1.44).

Statutory Instrument 1975 No. 1173. Measuring Instruments (EEC Requirements) Regulations 1975. [11 051173 5]. 32 pp. 42p (47½p).

Non-Parliamentary Publications

Statutory Publications Office. Secondary Legislation of the European Communities: Subject List and Table of Effects. 1974. (Prepared for the Statutory Publications Office by the Department of Industry Library Services.) [11 330508 7]. 99 pp. £2.50. (£2.64).

Commission of the European Communities

Studies: Economic and Financial Series 1975: No. 9. The United Kingdom Economy. (By the National Institute of Economic and Social Research London.) [11 934794 6]. 155 pp. £2.00 (£2.16).

No. 10. The Irish Economy. The Economic and Social Research Institute. (By K. A. Kennedy and R. Bruton). [11 934795 4]. 177 pp. £2.20 (£2.38).

Supplements to the Bulletin of the European Communities 3/75. Community Measures for the Approximation of Laws (1972-1974). [11 934801 2]. 33 pp. 60p (68p).

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New EC Legislation

The legislation listed below has been published in the 'Official Journal of the European Communities' as indicated against each item. The 'Official Journal' is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other Member States' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

> Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

COMMON AGRICULTURAL POLICY. The texts of the following Regulations and Directives which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

General. Regulation (EEC) 1925/75 on the rates of exchange to be applied in agriculture for the Irish pound and the pound sterling. (*Official Journal* L195, 26 July 1975)

Seeds and plants. The *Official Journal* C164, 21 July 1975 contains the text of the first complete edition of the Common Catalogue of varieties of agricultural plant species. The catalogue is published in accordance with the provisions of Article 18 of Directive 70/457/EEC (*Official Journal* L225, 12 October 1970) on the common catalogue of varieties of agricultural plant species. It lists all the varieties the seeds of which, in accordance with Article 15 and 16 of the above Directive are not subject, in the EEC, to marketing restrictions relating to variety, except in the cases provided for in Article 15(2) and 19 of Directive 70/457/EEC.

Copies of *Official Journal* C164 may be obtained from HMSO, PO Box 569, London SE1, tel. 01-928 6977 ext. 365, price £0.85 plus postage.

Directive 75/444/EEC amending Directives 66/400/EEC, 66/401/EEC, 66/402/EEC, 66/403/EEC and 69/208/EEC on the marketing of beet seed, fodder plant seed, cereal seed, seed potatoes, and seed of oil and fibre plants. (*Official Journal* L196, 26 July 1975)

Second Council Directive 75/445/EEC amending Directive 66/404/EEC on the marketing of forest reproductive material. (*Official Journal* L196, 26 July 1975)

Poultrymeat. Directive 75/431/EEC amending Directive 71/118/EEC on health problems affecting trade in fresh poultrymeat. (*Official Journal* L192, 24 July 1975)

Cattle, beef and veal. Regulation (EEC) 1917/75 amending Regulation (EEC) 1315/74 on the deboning of beef bought in by the intervention agencies. (*Official Journal* L195, 26 July 1975),

Oils, fats and oilseeds. Regulation (EEC) 1936/75 laying down detailed rules for the importation of olive oil from Tunisia. (*Official Journal* L198, 29 July 1975)

Regulation (EEC) 1937/75 laying down detailed rules for the importation of olive oil from Morocco. (*Official Journal* L198, 29 July 1975)

Regulation (EEC) 1938/75 laying down detailed rules for the importation of olive oil from Turkey. (*Official Journal* L198, 29 July 1975)

Processed fruit and vegetables. Regulation (EEC) 1918/75 fixing for purposes of application of the system of import licences for preserved mushrooms the percentage applicable to the reference quantity. (*Official Journal* L195, 26 July 1975)

Regulation (EEC) 1927/75 concerning the system of trade with third countries in the market in products processed from fruit and vegetables. (*Official Journal* L198, 29 July 1975)

Regulation (EEC) 1928/75 laying down detailed rules for applying protective measures in the market in products processed from fruit and vegetables. (*Official Journal* L198, 29 July 1975)

Regulation (EEC) 1929/75 establishing a system of production aid for tinned pineapple. (*Official Journal* L198, 29 July 1975)

Regulation (EEC) 1930/75 laying down special provisions applicable to trade in tomato concentrates between the Community as originally constituted and the new Member States. (*Official Journal* L198, 29 July 1975)

Regulation (EEC) 1931/75 fixing the minimum price and the special minimum price for tomato concentrates. (*Official Journal* L198, 29 July 1975)

Sugar. Regulation (EEC) 1920/75 supplementing Regulation (EEC) 824/75 as regards the importation of sugar under the Agreement with India on cane sugar the text of which was published as Decision 75/456 in *Official Journal* L190, 23 July 1975. (*Official Journal* L195, 26 July 1975)

Cereals and rice. Regulation (EEC) 1921/75 laying down certain transitional measures in respect of starches. (*Official Journal* L195, 26 July 1975)

Regulation (EEC) 1955/75 on production refunds in the cereals and rice sectors. (*Official Journal* L200, 31 July 1975)

Wine. Regulation (EEC) 1924/75 amending for the sixth time Regulation (EEC) 2223/70 waiving the countervailing charge on imports of certain wines originating in and coming from certain third countries. (*Official Journal* L195, 26 July 1975)

Regulation (EEC) 1932/75 supplementing Regulation (EEC) 816/70 laying down additional provisions for the common organisation of the market in wine. (*Official Journal* L198, 29 July 1975)

Regulation (EEC) 1933/75 on general rules governing the special distillation of table wines referred to in Article 33a of Regulation (EEC) 816/70. (*Official Journal* L198, 29 July 1975)

Milk and milk products. Regulation (EEC) 1961/75 on the prohibition of the use of inward processing arrangements in respect of skimmed-milk powder. (*Official Journal* L200, 31 July 1975).

COMMON CUSTOMS TARIFF. The Official Journal of the European Communities L184, 15 July 1975, contains the text of Regulation (EEC) 1798/75 on the importation free of Common Customs Tariff duties of educational, scientific and cultural materials.

The *Official Journal of the European Communities* L193, 25 July 1975, contains a corrigendum to the above Regulation (EEC) 1798/75, page 3, Article 10 is replaced by the following:

'Article 10

This Regulation shall enter into force on 1 August 1975. However, the provisions of Article 1 to 6 shall apply from 1 January 1976.'

Further information. Department of Trade, General Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, tel. 01-215 5971.

TEMPORARY SUSPENSION OF IMPORT DUTIES. The *Official Journal of the European Communities* L195, 26 July 1975, contains the text of Regulation (EEC) 1919/75 authorising Denmark, the United Kingdom, and Ireland to suspend temporarily customs duty on certain fats and oils of fish and marine mammals of subheading ex 15.12 B imported from other Member States.

HARMONISATION OF LEGISLATION: Motor vehicles. The *Official Journal of the European Communities* L196, 26 July 1975 contains the text of Directive 75/443/EEC on the approximation of the laws of the Member States relating to the reverse and speedometer equipment of motor vehicles.

Further information. Department of Industry, Vehicle Division, Abell House, John Islip Street, London SW1P 4LN, tel. 01-211 3000, ext. 5658.

IMPORTS FROM NON-MEMBER STATES. The *Official Journal*

of the European Communities L196, 26 July 1975 contains the texts of the following Decisions:

Decision 75/446/EEC: of 14 February 1975 authorising the Kingdom of Belgium, the Grand Duchy of Luxembourg and the Kingdom of the Netherlands not to apply Community treatment to tea towels and glass cloths of a mixture of cotton and flax, falling within subheading ex 62.02 B of the Common Customs Tariff, originating in Romania and in free circulation in the other Member States.

Decision 75/447/EEC: of 24 February 1975 authorising the Italian Republic not to apply Community treatment to woven fabrics of cotton, other than gauze or terry towelling and similar terry fabrics, unbleached, falling within heading No ex 55.09 of the Common Customs Tariff, originating in the USSR and in free circulation in the other Member States.

Decision 75/449/EEC: of 5 March 1975 authorising the United Kingdom not to apply Community treatment to woven fabrics of man-made fibres (discontinuous or waste), falling within heading No 56.07 of the Common Customs Tariff, originating in Taiwan and in free circulation in the other Member States.

Decision 75/450/EEC: of 6 March 1975 authorising the French Republic not to apply Community treatment to natural honey, falling within heading No. 04.06 of the Common Customs Tariff, originating in Cuba and Mexico and in free circulation in the other Member States.

Decision 75/451/EEC: of 2 April 1975 authorising the French Republic not to apply Community treatment to natural honey, falling within heading No. 04.06 of the Common Customs Tariff, originating in Argentina and Guatemala and in free circulation in the other Member States.

Decision 75/453/EEC: of 16 April 1975 authorising the French Republic not to apply Community treatment to knives with cutting blades, serrated or not (including pruning knives), except knives with handles in ivory or in gilded or silvered base metal, falling within heading No. 82.09 of the Common Customs Tariff, originating in Japan and in free circulation in the other Member States.

Decision 75/454/EEC: of 17 April 1975 authorising the Federal Republic of Germany not to apply Community treatment to preparations and preserves of beans in pod, falling within subheading 20.02 ex G of the Common Customs Tariff, originating in the People's Republic of China and in free circulation in the other Member States.

Decision 75/455/EEC: of 24 April 1975 authorising the Italian Republic not to apply Community treatment to sewing machine heads and their parts, falling within subheadings 84.41 A ex I, ex II and ex III of the Common Customs Tariff, originating in Japan and in free circulation in the other Member States.

Free service for businessmen

The EEC Information Unit helps firms of all types and sizes by answering general questions about EEC membership and by guiding them where necessary to more specialised information sources.

New customers are always welcome, particularly firms new to EEC questions.

The unit's address is: EEC Information Unit, 1 Victoria Street, London SW1H 0ET. Tel: 01-215 4301 (six lines).

Generalised Tariff Preference Scheme (GSP): restoration of normal duties

Trade and Industry of 20 February, 14 March, 18 April, 16 May, 13 June and 11 July gave details of GSP tariff quotas exhausted and GSP ceilings reached up to 23 June. HM Customs have stated that the position on the restoration of normal duties for the month ending 28 July is as follows:

I TARIFF QUOTAS AND SPECIAL CEILINGS

Tariff heading	Description of goods	Customs quota reference*	Date UK quota share exhausted	Community butoir reached: duty to be re-imposed	
				On date	For goods from
ex 41.02B	Bovine cattle leather (including buffalo leather) and equine leather, except leather falling within heading no. 41.06 41.07 or 41.08 Other, but not including leather not further prepared than tanned	1545	29.5.75	27.6.75	Brazil
42.03	Articles of apparel and clothing accessories of leather or of composition leather:				
A	Articles of apparel				
BII	Special gloves for sports				
BIII	Other gloves				
C	Other clothing accessories	1618	11.7.75	22.7.75	South Korea
44.14B (S/C)	Wood sawn lengthwise, sliced or peeled but not further prepared, of a thickness not exceeding 5mm etc.: Other	1677		16.7.75	Brazil
44.15	Plywood, blockboard, laminboard, batten-board and similar laminated wood products (including veneered panels and sheets), inlaid and wood parquetry	1685		24.6.75	Singapore †

S/C Denotes Special Ceiling

* See Customs Tariff Part 11

† This does not apply to the UK's 'additional' share of the GSP plywood tariff quota-105,000m³ (vide Article 2(2) of Regulation (EEC) 3052/74-O.J.No. L.329 of 9 December 1974.

II CEILINGS

Tariff heading	Description of goods	Date of restoration of duties: From all sources	Date of restoration of duties: From particular sources (inner ceiling)
27.10	Petroleum oils and oils obtained from bituminous minerals	12.7.75	Romania 19.5.75
AIII	Light oil – for other purposes		
CIc)	Gas oils – for other purposes		
CIIc)	Fuel oils – for other purposes		
CIIIc)	Lubricating oils, other oils to be mixed etc.		
CIIId)	Lubricating oils for other purposes		
41.03BII	Sheep and lamb skin leather, except leather falling within heading no. 41.06, 41.07 or 41.08: Other, other	12.7.75	India 15.6.75
53.07	Yarn of combed sheep's or lamb's wool (worsted yarn) not put up for retail sale		Brazil 12.7.75
55.05A	Cotton yarn not put up for retail sale: Multiple or cabled, finished, in balls or on cards, reels, tubes or similar supports of a weight (including support) not exceeding 900g.	30.6.75	
55.05BI	Cotton yarn, not put up for retail sale: Other, measuring, per single yarn, 120,000m or more per kg	12.7.75*	
ex 61.03	Men's and boys' undergarments, including shirt fronts, collars and cuffs: Of cotton fabric	12.7.75	India 19.5.75
ex 61.05	Handkerchiefs: Of fabrics other than cotton		India 12.7.75
82.09	Knives with cutting blades, serrated or not (including pruning knives), other than knives falling within heading No. 82.06	18.7.75	South Korea 6.6.75
82.14A	Spoons, forks, fish-eaters, butter knives, ladles and similar kitchen or table ware: Of stainless steel	12.7.75	South Korea 25.2.75
87.10	Cycles (including delivery tricycles) not motorised		Yugoslavia 30.6.75
97.04	Equipment for parlour, table and fun-fair games for adults or children (including billiard tables and pin-tables and table-tennis requisites)		Hong Kong 12.7.75

* See Part 11 of the tariff for Yugoslavia

Inquiries about current availability of preferences may be made to HM Customs, Central Tariff Quota Registration Unit, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515 ext. 2570.

EEC Tariff quotas 1975 – exhaustions

HM Customs have stated that the United Kingdom's share of the following EEC tariff quota for imports from Portugal has also been exhausted:

UK tariff heading	Item	HM Customs serial No. (Part 11 of the UK tariff)
ex 22.05CIII ex 22.05CIV	Madeira	1286

The following United Kingdom quotas for imports of paper and board and printed products from individual EFTA countries and Finland (see *Trade and Industry* 28 November 1974) have been exhausted:

UK tariff heading	Item	Country of origin	HM Customs serial No. (Part 11 of the UK tariff)
ex 48.07B	Paper and paperboard, impregnated, coated, other, other	Austria	2664
ex Chpt 49		Finland	3104

Inquiries about current tariff quota balances may be made to HM Customs, Central Tariff Quota Registration Unit, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515, ext. 2570.

EEC information for businessmen: free booklet

EEC – Your Questions Answered, an 87-page booklet published by the EEC Information Unit, contains answers to businessmen's inquiries on a wide range of EEC subjects. These include trade with EFTA and other countries associated with the Community, customs procedures and documentation, tariffs, market information and non-tariff barriers to trade.

The booklet also provides basic information about the role of the Community institutions and has articles on the ECSC, Euratom and the European Investment Bank. The final section of the booklet is devoted to time-saving reference material including a glossary of abbreviations, lists of publications and 18 pages of useful addresses and contacts in Europe and the UK.

The EEC Information Unit, from which copies of the booklet may be obtained free of charge, was set up specifically to help the businessman wanting facts about the EEC and the way its policy, procedures and legislation could affect his business operations and decisions. Although the Unit's prime responsibility is with those matters which are the concern of the Departments of Industry, Trade and Prices and Consumer Protection, it is usually possible to direct an inquirer to sources of specialist advice in other government departments. The address for inquiries or publication requests is the EEC Information Unit, Department of Industry, 1 Victoria Street, London SW1H 0ET, tel. 01-215 4301 (6 lines).

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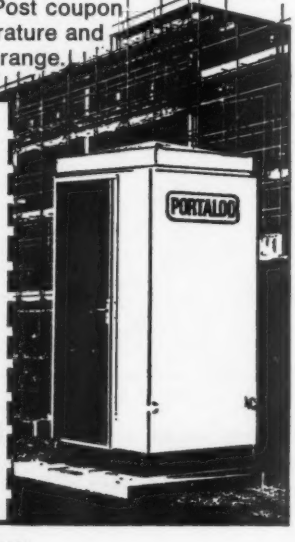

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The economy: selected indicators

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	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970	1970	1970	1970	1970							
£m in base year		31,365	9 223	2,130	2,089	series in £ million				series in £ million		
1970	100	100	100	100	100	439	324	68	−23	698	−11	709
1971	101	103	100	94	103	76	−126	52	−4	1,052	273	778
1972	104	109	106	85	116	−54	−205	48	3	82	−683	765
1973	110	114	110	90	121	706	374	32	242	−1,113	−2,301	1,188
1974	110	114	108	100	112	288	468	47	−124	−3,771	−5,259	1,488
1972 2nd qtr.	104	108	106	84	115	−31	−106	1	38	123	−67	190
3rd qtr.	104	110	106	82	116	−7	−42	6	−13	−109	−284	175
4th qtr.	107	111	108	83	123	18	7	24	−6	−17	−209	192
1973 1st qtr.	110	115	112	89	127	279	146	11	32	−184	−354	170
2nd qtr.	109	112	107	86	113	191	61	−9	163	−209	−401	192
3rd qtr.	110	114	111	91	120	102	68	6	22	−229	−569	340
4th qtr.	110	114	111	94	125	134	99	24	25	−491	−977	486
1974 1st qtr.	106	113	112	99	111	−249	−100	8	−73	−935	−1,279	344
2nd qtr.	110	112	105	100	107	193	138	42	11	−955	−1,316	361
3rd qtr.	112	114	106	99	118	240	299	−27	−28	−830	−1,210	380
4th qtr.	111	116	107	103	112	04	130	23	−34	−1,051	−1,454	403
1975 1st qtr.	111	116 p	108	96	98	−79	51	−35	−65	−342	−716	374
2nd qtr.										−116	−476	360 p
% change last 2 qtrs. on prev. 2 qtrs.	+0.2	+2.7	+1.9	N/C	−6.7							
on a year earlier	+2.8	+2.2	−3.6	+3.1	−11.0							

	Index of industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices	% increase on a year earlier	Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Exports	Imports
Base of index	1970	1970	1971		Jan. 1974		1970	1970	31 July 1972				Series in £ million	
£m in base year			15,895	thousands						thousands		thousands		
1971	100.5	99.7	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	737	3.2	129	8,801	8,528
1972	102.6	102.3	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	816	3.6	145	9,147	9,830
1973	110.2	110.9	110.7	137.3	179.4†	9.2	144.5	123.2•	115.6	581	2.6	304	11,512	13,813
1974	106.4	108.0	109.9	102.7	108.5	16.0	215.3	152.0	138.7	572+	2.5+	298+	15,589	20,848
1973 4th qtr.	109.8	110.9	112.0	119	186.8†	10.3	167.6	129.1	121.0	494	2.2	361	3,048	4,025
1974 1st qtr.	103.7	106.0	109.8	103	101.4	12.9	212.5	138.3	125.0	546	2.4	286	3,500	4,779
2nd qtr.	108.0	109.6	107.3	104	107.5	15.8	213.7	148.9	132.3	552	2.4	311	3,900	5,216
3rd qtr.	108.7	110.3	111.0	109	110.2	17.0	212.9	156.1	144.0	592	2.6	306	4,161	5,371
4th qtr.	105.3	106.1	111.6	96	115.1	18.2	222.1	164.9	153.5	..	..	..	4,029	5,482
1975 1st qtr.	104.5	105.5	111.5	106	122.0	20.3	220.9	176.0	163.6	701	3.1	..	4,571	5,287
2nd qtr.	100.8	101.2	109.2	91	133.6	24.3	225.5 p	186.3 p	175.6	814	3.6	166	4,390	4,866
1974 Aug.	109.1	111.2	111.4	102	109.8	16.9	213.7	156.1	145.6	597	2.6	301	1,378	1,787
Sept.	107.7	109.0	112.2	118	111.0	17.1	212.8	158.6	146.4	603	2.7	301	1,446	1,816
Oct.	106.7	107.1	111.4	102	113.2	17.1	220.1	162.2	148.7	607	2.7	294	1,347	1,841
Nov.	106.2	107.3	112.8	98	115.2	18.3	223.8	164.8	153.9	613	2.7	273	1,296	1,896
Dec.	102.9	103.8	110.8	87	116.9	19.1	222.5	167.6	158.0	..	..	..	1,386	1,745
1975 Jan.	105.0	106.8	113.0	109	119.9	19.9	222.1	173.0	159.7	678e	3.0		1.571	1,856
Feb.	105.0	106.4	112.3	113	121.9	19.9	218.8	175.9	162.0	705	3.1	192	1,451	1,765
Mar.	103.4	103.3	109.4	97	124.3	21.2	221.9	179.2	169.0	722	3.2	186	1,549	1,666
Apr.	101.9	102.5	120.2	89	129.1	21.7	222.9	182.5	169.8	760	3.3	173	1,364	1,655
May	100.5	100.6	102.5	90	134.5	25.0	226.2	187.3	175.8	817	3.6	156	1.586	1,602
June	100.0	100.6	104.5	95	137.1	26.1	227.5 p	189.0 p	181.1	864	3.8	141	1,440 p	1,609 p
July				89 p			232.3 p	191.5 p		938	4.1	129		
% change latest 3 months on prev. 3 months	−3.5	−4.1	−2.2	−8.1	+9.5		+3.4	+5.6	+7.3	+19.8		−22.9	+1††	−8½††
on a year earlier	−6.6	−7.6	+1.7	−14.9	+24.3		+7.5	+25.1	+32.7	+55.2		−55.2	+15††	−6††

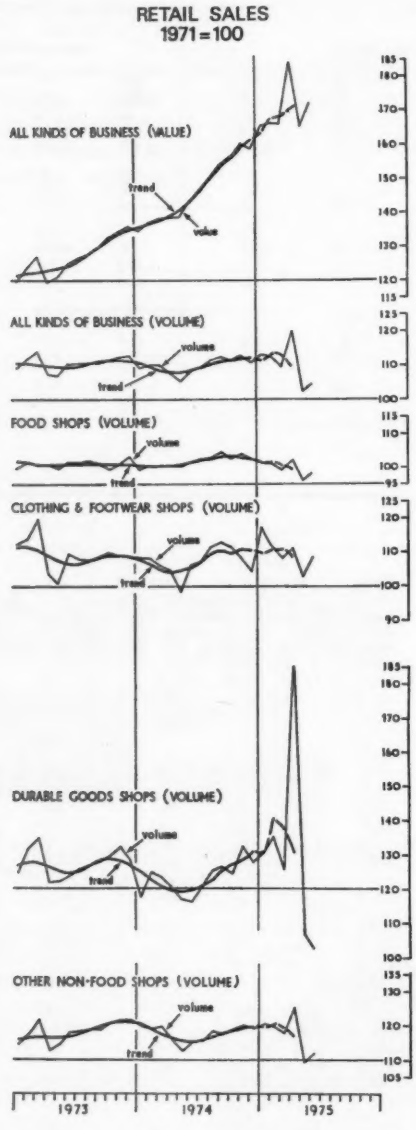
(‡) Not seasonally adjusted. (§) On a balance of payments basis. • After April 1973, affected by changes due to VAT. † Base of index Jan. 1962 = 100.
+ Average of 11 months. e Figure is estimate. †† Latest 4 months on previous 3 months and on 4 months on year earlier.

Retail sales in June

Volume

The final seasonally adjusted index of the volume of retail sales in June is 104.5 (1971 = 100), close to the provisional estimate of 105 and indicating a rise of 2 per cent from the low May level.

Sales in April and May were influenced by the announcement in the April Budget of the higher rate of VAT, effective from 1 May, and by the increases in Excise Duties.



The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months but month to month fluctuations may sometimes make it preferable to average two or four months.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The monthly periods consist of four weeks except those marked • which are of five weeks. The June 1975 sales period was the five weeks from 1 June 1975 to 5 July 1975. The corresponding period in 1974 was the five weeks from 26 May 1974 to 29 June 1974.

(†) Including department stores and mail order businesses.

The press notice giving the *provisional* estimates of the seasonally adjusted index of the volume of retail sales for July and the increase in the value of sales compared with a year earlier will be published later this month.

r = Revised figure.

TABLE 1 Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1971 prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	100.0	100.0	100.0	100	100	100
1972	105.8	101.5	109.0	105	115	109
1973	110.7	101.0	117.7	109	127	118
1974	109.9	101.8	115.9	107	123	117
1973 1st quarter	111.8	100.8	119.8	116	130	118
2nd quarter	108.3	100.7	113.8	105	122	115
3rd quarter	110.6	101.4	117.3	108	127	118
4th quarter	112.0	101.3	119.8	109	130	121
1974 1st quarter	109.8	100.1	116.8	107	122	119
2nd quarter	107.3	100.8	112.2	103	118	114
3rd quarter	111.0	103.3	116.7	111	124	117
4th quarter	111.6	103.0	118.0	108	128	119
1975 1st quarter	111.5	100.5	119.5	112	130	119
2nd quarter	108.7	98.7	116.0	108	129	115
1974 April	107.9	100.3	113.6	104	121	115
May	105.6	100.2	109.7	98	117	112
June•	108.2	101.7	113.0	106	116	115
July	109.2	102.3	114.2	107	121	115
August	111.4	102.7	117.7	111	125	118
September•	112.2	104.5	117.8	113	126	117
October	111.4	102.8	117.8	111	124	118
November	112.8	103.9	119.3	108	132	120
December•	110.8	102.4	117.0	104	128	119
1975 January•	113.0	101.5	121.4	117	130	120
February	112.3	101.0	120.6	112	135	120
March•	109.4	99.2	116.8	108	126	118
April	120.2	102.1	133.3	111	185	125
May	102.5	95.9	107.3	103	106	109
June•	104.5	98.1	109.1	109	102	112
1975 Jan.-March	111.5	100.5	119.5	112	130	119
April-June	108.7	98.7	116.0	108	129	115
Percentage increase	−2.5	−1.8	−2.9	−4	−1	−3

TABLE 2 Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	100.0	100.0	100.0	100	100	100
1972	112.0	108.9	114.2	112	118	114
1973	126.9	122.8	129.9	128	136	128
1974	146.7	144.5	148.2	149	143	150
1973 1st quarter	123.5	115.5	129.3	130	138	126
2nd quarter	122.0	119.9	123.6	121	128	123
3rd quarter	127.8	124.5	130.2	129	136	129
4th quarter	134.2	131.3	136.3	134	141	136
1974 1st quarter	136.8	134.6	138.4	139	135	139
2nd quarter	140.6	139.7	141.3	141	135	144
3rd quarter	150.6	147.9	152.6	157	146	153
4th quarter	158.5	155.8	160.5	159	156	163
1975 1st quarter	166.2	161.7	169.6	173	163	171
2nd quarter	174.0	173.1	174.6	170	175	177
1974 April	138.9	137.4	140.0	140	135	142
May	138.7	139.0	138.4	134	135	142
June•	143.5	142.1	144.6	147	136	147
July	146.6	144.7	148.0	149	142	149
August	150.5	146.7	153.3	158	146	154
September•	154.0	151.5	155.8	162	149	155
October	156.4	153.2	158.8	163	148	161
November	160.3	157.5	162.2	159	161	164
December•	158.8	156.5	160.4	155	157	164
1975 January•	165.8	159.4	170.5	177	161	171
February	166.7	161.2	170.8	173	168	171
March•	166.3	164.3	167.7	168	160	171
April	184.4	173.4	192.4	173	232	187
May	165.9 r	169.3	163.4 r	163	149 r	169
June•	172.1	175.9	169.3	172	150	175
1975 Jan.-March	166.2	161.7	169.6	173	163	171
April-June	174.0	173.1	174.6	170	175	177
Percentage increase	4.7	7.1	2.9	−2	7	4

In the second quarter of 1975, the total volume of sales is estimated to have been 2¼ per cent below the level in the first quarter. Within the total, sales by food shops declined by about 2 per cent. Sales by clothing and footwear shops and by other non-food shops, which include department stores and mail-order businesses, fell by 4 per cent and 3 per cent respectively: sales by durable goods shops declined by 1 per cent.

Value

Based on non-seasonally adjusted data, the value of total retail sales in June rose by 20 per cent compared with June 1974. In the first half of 1975, the value of sales was 23 per cent above the corresponding period of 1974.

Hire purchase and other instalment business in June

Finance houses and retailers advanced £238 million in new instalment credit agreements in June (in seasonally adjusted terms), a little less than in May. However, largely because of the exceptionally high lending by retailers in April, before the introduction of the higher rate of value added tax on some goods, lending in the second quarter as a whole was £756 million, 5 per cent more than in the first quarter. Finance houses advanced £301 million in the second quarter while retailers advanced £455 million.

The average weekly value of retailers' instalment credit sales in the second quarter was 5 per cent up on the level in the first quarter. Durable goods shops increased their sales by 8 per cent while department stores sales were slightly down, by 4 per cent on average. Other instalment credit retailers (mainly mail order houses) increased their sales by 5 per cent between the two periods.

The total debt outstanding on all instalment credit agreements with finance houses and retailers changed very little during the second quarter as a whole, following a fall of £12 million in the preceding quarter. Debt outstanding on agreements with finance houses decreased by £23 million during the second quarter, continuing the fall which has been taking place since the beginning of 1974. The amount outstanding to retailers increased in the second quarter by £26 million after relatively small changes over the preceding 18 months. At the end of June the total debt outstanding to retailers and finance houses was £2,257 million (*not* seasonally adjusted), 3 per cent less than a year earlier.

TABLE 1 Hire-Purchase and other instalment credit business seasonally adjusted

£ million

	Total		Finance Houses†		Retailers‡	
	New credit extended	Increase in debt	New credit extended	Increase in debt	New credit extended	Increase in debt
1970	1,735	84	822	58	913	26
1971	2,053	240	990	165	1,063	75
1972	2,497	424	1,222	296	1,275	128
1973	2,871	438	1,453	332	1,418	106
1974	2,517	−155	1,037	−160	1,480	5
1973 3rd quarter	717	103	366	82	351	21
4th quarter	712	77	352	57	360	20
1974 1st quarter	576	−68	232	−57	344	−11
2nd quarter	614	−43	255	−45	359	2
3rd quarter	648	−15	270	−28	378	13
4th quarter	679	−29	280	−30	399	1
1975 1st quarter	723	−12	290	−16	433	4
2nd quarter	756	3	301	−23	455	26
1974 October	231	−11	97	−14	134	3
November	224	−11	88	−5	136	−6
December	224	−7	95	−11	129	4
1975 January	246	7	104	2	142	5
February	243	−10	96	−10	147	—
March	234	−9	90	−8	144	−1
April	271	26	102	—	169	26
May	247	−10	102	−10	145	—
June	238	−13	97	−13	141	—
1975 Jan.-Mar.	723	−12	290	−16	433	4
Apr.-June	756	3	301	−23	455	26
Percentage increase	5		4		5	
Debt outstanding at 31 December 1974 (unadjusted)	—	2,330	—	1,478	—	852

† Direct business only: ie excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half	* five week period
the final digit shown	● fifty-three week
p provisional	period

TABLE 2 Retailers' instalment credit sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
H.P. and other instalment credit sales in 1966 §				
£ million	(862)	(327)	(46)	(489)
1970	121	112	119	128
1971	134	138	138	131
1972	158	162	157	155
1973	176	165	181	183
1974	184	132	193	217
1973 3rd quarter	175	162	181	182
4th quarter	179	163	185	190
1974 1st quarter	171	118	176	207
2nd quarter	178	126	183	212
3rd quarter	188	134	208	222
4th quarter	198	152	211	228
1975 1st quarter	211	159	233	244
2nd quarter	222	172	224	255
1974 October	199	146	216	233
November	202	156	214	233
December*	193	154	202	218
1975 January*	208	158	228	240
February	216	162	241	249
March*	210	157	231	244
April	253	238	242	264
May	211	150	223	250
June*	206	136	210	252
1975 Jan.-Mar. av.	211	159	233	244
Apr.-June av.	222	172	224	255
Percentage increase	5	8	−4	5

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consist of four weeks except those marked * which are of five weeks. The period covered by June 1975 sales was the five weeks from 1 June 1975 to 5 July 1975. The corresponding period in 1974 was from 26 May 1974 to 29 June 1974.

Export pictures

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story, with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news. Send your news and photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Acquisitions and mergers in the second quarter of 1975

The number of acquisitions of industrial and commercial companies rose in the second quarter of 1975 but total expenditure on acquisitions remained low, at much the same level as in the preceding quarter. The financial press reported 99 companies acquired during the quarter involving a total expenditure of £51 million, compared with 56 companies acquired for £47 million during the quarter before. Table 1 shows that this is the first increase in the number of acquisitions since the fourth quarter of 1973 but that total expenditure has remained fairly level during the last three quarters following the sharp decline during 1974.

There were no particularly large acquisitions during the second quarter. As shown in Table 2, the two largest acquisitions, neither of which were valued at more than £10 million, accounted for 32 per cent of the total expenditure. The next three largest accounted for 17 per cent of the total expenditure. The remaining ninety-four acquisitions, which were each acquired for £2 million or less, accounted for the remaining 51 per cent of the total expenditure. The average payment for acquisitions during the second quarter was £0.5 million compared with an average of £0.8 million during the quarter before and an average of £1.0 million during 1974.

Table 3 shows that the proportion of expenditure accounted for by payment in cash fell to 66 per cent, compared with 82 per cent during the quarter before, and that the proportion accounted for by issues of ordinary shares rose to 34 per cent, compared with 15 per cent during the quarter before. None of the expenditure in the second quarter of 1975 was in the form of issues of fixed interest securities. The proportion of expenditure accounted for by this method of payment has been very low since the third quarter of 1974.

Tables, 1, 2 and 3 are taken from a more detailed analysis published in Business Monitor M7, Acquisitions and Mergers of Companies (obtainable from HMSO each quarter for an annual subscription of 52p). The Business Monitor also contains tables analysing acquisitions and mergers by industry.

Notes

This analysis relates only to industrial and commercial companies in the United Kingdom and is based on reports in the financial press supplemented by special inquiries to companies to determine the form, value and timing of particular acquisitions. The Bank of England compiles an analysis of acquisitions and mergers relating to financial companies (banks, insurance companies, etc.) which is published in the *Bank of England Quarterly Bulletin*.

No method of valuing acquisitions is altogether free from objection. The values shown here relate in general to expenditure during the current period, excluding any previous investments in the company acquired. Where possible, the values are market values, ie the cash paid or the market price at date of issue of shares or loan stock issued. Where market values are not available (as in the case of unlisted securities) or the cash payment is not disclosed, acquisitions are in general valued at the net book value of the acquired company. When comparing the series over time one must allow for the considerable short-term fluctuations in share prices, in addition to allowing for the general inflation of values.

Where the acquired company was a subsidiary of another United Kingdom company, the transaction is classified as a sale between company groups. Acquisitions between subsidiaries of the same company group, in the course of internal reorganisation, have been ignored.

As far as possible, acquisitions are recorded at the date when the transaction is finalised (eg when the bid is declared unconditional). This date usually comes before the date on which the shares in the acquired company are surrendered, although it may be considerably later than the date when the bid is first announced in the press.

TABLE 1 Acquisitions and mergers within the United Kingdom

	Acquisitions of independent companies			Mergers†			Total			Sales of subsidiaries between company groups			Total number of acquisitions		
	Number Acquiring	Number Acquired	Value £ million	Number Acquiring	Number Acquired	Value £ million	Number Acquiring	Number Acquired	Value £ million	Number Acquiring	Number Acquired	Value £ million	Number Acquiring	Number Acquired	Value £ million
1969	593	742	961.6	2	2	7.6	595	744	969.2	91	102	99.7	686	846	1,068.9
1970	484	608	954.1	6	6	42.5	490	614	996.6	139	179	125.9	629	793	1,122.5
1971	498	620	745.6	—	—	—	498	620	745.6	189	264	165.5	687	884	911.1
1972	710	931	2,336.9	6	7	9.3	716	938	2,346.2	212	272	185.4	928	1 210	2.531.6
1973	722	949	1,055.2	2	2	2.3	724	951	1,057.5	205	254	246.8	929	1,205	1,304.3
1974	306	366	451.6	1	1	7.5	307	367	459.1	120	137	49.3	427	504	508.4
1972 1st quarter	156	207	426.0	2	2	0.1	158	209	426.1	53	69	39.6	211	278	465.7
2nd quarter	192	260	375.2	3	3	1.5	195	263	376.7	52	63	44.8	247	326	421.5
3rd quarter	166	220	666.2	1	2	7.7	167	222	673.9	50	63	52.2	217	285	726.1
4th quarter	196	244	869.5	—	—	—	196	244	869.5	57	77	48.8	253	321	918.3
1973 1st quarter	195	278	280.4	—	—	—	195	278	280.4	63	84	43.3	258	362	323.7
2nd quarter	164	203	179.4	—	—	—	164	203	179.4	43	53	26.2	207	256	205.6
3rd quarter	173	224	297.4	2	2	2.3	175	226	299.7	40	50	132.0	215	276	431.7
4th quarter	190	244	298.0	—	—	—	190	244	298.0	59	67	45.3	249	311	343.3
1974 1st quarter	116	149	231.3	—	—	—	116	149	231.3	36	42	21.3	152	191	252.6
2nd quarter	68	83	118.1	—	—	—	68	83	118.1	37	45	11.7	105	128	129.8
3rd quarter	64	73	59.0	1	1	7.5	65	74	66.5	25	27	9.0	90	101	75.5
4th quarter	58	61	43.2	—	—	—	58	61	43.2	22	23	7.3	80	84	50.5
1975 1st quarter	34	36	36.9	1	1	1.5	35	37	38.4	15	19	8.7	50	56	47.1
2nd quarter	51	61	37.4	1	1	0.6	52	62	38.0	30	37	12.8	82	99	50.8

† A merger (which takes place when two companies combine to form a new company) is reckoned as the acquisition of the smaller company by the larger and is valued at the market value of the smaller company's share of the newly formed company.

TABLE 2 Size distribution of acquisitions within the United Kingdom

	1973		1974		1974 Q3		1974 Q4		1975 Q1		1975 Q2	
Expenditure (£ million)	Number Acquired	Value £m.	Number Acquired	Value £m.	Number Acquired	Value £m.	Number Acquired	Value £m.	Number Acquired	Value £m.	Number Acquired	Value £m.
Over 25	7	281.2	3	151.1	—	—	—	—	—	—	—	—
Over 5 and up to 25	50	471.7	16	142.5	3	22.3	2	17.6	2	11.8	2	16.4
Over 2 and up to 5	57	171.1	26	80.1	8	25.8	4	12.2	7	20.0	3	8.4
2 or less	1,091	380.3	459	134.7	90	27.4	78	20.7	47	15.3	94	26.0
Total	1,205	1,304.3	504	508.4	101	75.5	84	50.5	56	47.1	99	50.8

TABLE 3 Categories of expenditure on acquisitions and mergers within the United Kingdom

	Expenditure (£ million)				Percentage of expenditure		
	Total	Cash	Issues of ordinary shares	Issues of fixed interest securities	Cash	Issues of ordinary shares	Issues of fixed interest securities
1969	1,069	296	552	221	27.7	51.6	20.7
1970	1,122	251	596	275	22.4	53.1	24.5
1971	911	285	437	189	31.3	48.0	20.7
1972	2,532	493	1,459	580	19.5	57.6	22.9
1973	1,304	691	466	147	53.0	35.7	11.3
1974	508	347	114	47	68.3	22.4	9.3
1973 1st quarter	323.7	120.7	157.4	45.6	37.3	48.6	14.1
2nd quarter	205.6	90.1	92.0	23.5	43.8	44.8	11.4
3rd quarter	431.7	310.5	100.5	20.7	72.0	23.2	4.8
4th quarter	343.3	169.4	116.4	57.4	49.3	33.9	16.8
1974 1st quarter	252.6	189.8	51.0	11.8	75.1	20.2	4.7
2nd quarter	129.8	68.9	27.3	33.6	53.1	21.0	25.9
3rd quarter	75.5	42.3	32.6	0.6	56.1	43.1	0.8
4th quarter	50.5	46.2	3.3	1.0	91.5	6.5	2.0
1975 1st quarter	47.1	38.7	7.1	1.3	82.2	15.0	2.8
2nd quarter	50.8	33.5	17.3	—	65.9	34.1	—

Computer services

With the growth in the use of computers and associated equipment throughout the public and private sectors of the economy, there has been a similar marked increase in the activity of companies which provide computing services and related technical advice. The main classes of computing service involved are described below and, as foreshadowed in *Trade and Industry* on 4 October 1973, new statistics of this activity have now been published regularly with a short commentary each quarter in Business Monitor SD 9.

Following the publication of statistics for the fourth quarter of 1974 in the Business Monitor which appeared in May of this year, the opportunity is taken in this article to provide a short account of the inquiry and the resulting statistics, which are now available for the four years 1971 to 1974. Selected tables and a specially prepared statistical analysis illustrate both the development in recent years and the present structure of this quickly growing industry.

Activities covered

Computer services may be described broadly as that part of the computer industry concerned with the provision of data processing facilities other than the actual hardware. It includes technical advice, design of systems, program use and writing, and storage of data, in addition to time hire and access to a computing installation. The companies concerned range from the simplest computer service bureaux which process raw data on behalf of clients, through computer main frame manufacturers, to software houses producing highly sophisticated systems for major organisations, including Government departments. In practice, there are no hard and fast distinctions between bureaux and software houses, because their services tend to overlap.

Outline of the inquiry

Despite the different phases of the business cycle, which markedly affect most industries, the computer services industry has grown very rapidly over the whole four year period for which we have statistics. These have been collected from the first quarter of 1971, when the Department of Trade and Industry conducted the initial inquiry into this clearly expanding type of business. Acting on the advice of the two former trade associations (now combined in the Computing Services Association) it was decided that the best measure of performance was the quarterly billings to clients, analysed according to both the type of activity involved and the type of client. The activity analysis consists of the main headings under which computer service work falls, but the headings were also intended to distinguish, insofar as it is possible to do so, between bureau work and software house work.

For the analysis by clientele, clients in the United Kingdom were separated into those within and outside the public sector, but as a large proportion (34 per cent in 1974) of service work is for parent or associated organisations, this had to be identified. Finally, work for foreign clients was defined as consisting of those services for which invoices are submitted for direct payment by the overseas client to the UK based company. Services rendered to foreign clients via overseas subsidiaries of UK companies are not included where the invoicing and payment take place abroad.

Structure and pattern of business

The inquiry is entirely voluntary, but in the latest year returns have been received from 146 respondents, accounting between them for more than 90 per cent of the estimated turnover of the industry. As Table 1 shows, the 13 largest contributors in terms of annual billings in 1974, accounted for £75½ million of business or nearly 60 per cent of the total of £128 million for all respondents.

TABLE 1 Structure of the computer service industry, 1974

			Cumulative	
Billings to clients (£ thousands)	No. of firms	Total billings (£ thousands)	No. of firms	Total billings (£ thousands)
Less than 250	65	7,352	—	—
250 to 499	33	12,917	98	20,268
500 to 749	13	9,049	111	29,317
750 to 999	11	9,323	122	38,641
1,000 to 1,249	6	6,806	128	45,447
1,250 to 1,499	1	1,360	129	46,807
1,500 to 1,749	1	1,633	130	48,439
1,750 to 1,999	3	4,257	133	52,697
Over £2 million	13	75,541	146	128,148

A feature of the industry brought out by the inquiry is the regular pattern of work performed. The analysis by type of service at Table 2 shows that, despite strong annual growth in the value of total billings of 15, 31 and 23 per cent in years 1972, 1973 and 1974 respectively, the proportion of the total represented by each activity nevertheless changed very little.

For instance, in each of the four years 1971 to 1974, processing by custom built programs and package programs has remained close to one-quarter and one-eighth respectively of total billings. Similarly professional services have remained throughout within the narrow range of 27 to 29 per cent of the total, with the values for programming expertise under this class of service close to one-fifth in all years. On the other hand, time hire of computing capability is obviously of declining importance while remote access to these facilities is growing rapidly with the increasing use of terminals and other access equipment: this is to be expected and is a sign of higher sophistication.

TABLE 2 Billings for work done (Analysis by type of service)

£ thousands

	Total billings	Computer processing: Custom-built programs	Computer processing: Package programs	Computer processing: Time hire	Computer processing: Remote access	Professional services: Programs	Professional services: Consultancy	Professional services: Data preparation	Professional services: Other	Unclassified
1971	69,238	17,615	8,648	9,834	4,093	13,971	4,768	6,643	2,459	1,207
1972	79,684	20,870	10,888	8,905	5,694	16,434	5,824	7,400	2,598	1,071
1973	104,049	24,968	12,231	8,803	10,921	22,678	7,357	8,824	3,776	4,491
1974	128,148	31,660	16,776	8,823	16,009	25,786	9,851	9,707	5,917	3,617
1972 1st quarter	17,682	4,466	2,360	2,280	1,305	3,520	1,293	1,689	554	215
2nd quarter	20,433	5,644	2,853	2,304	1,293	4,235	1,416	1,852	582	254
3rd quarter	20,176	5,376	2,702	2,202	1,388	4,167	1,500	1,871	718	252
4th quarter	21,393	5,384	2,973	2,119	1,708	4,512	1,615	1,988	744	350
1973 1st quarter	23,534	5,859	2,877	2,294	2,195	5,467	1,657	2,005	821	359
2nd quarter	25,547	6,553	3,166	2,098	2,571	4,972	1,780	2,334	754	1,319
3rd quarter	26,905	6,618	3,058	2,217	2,615	5,833	1,895	2,294	997	1,378
4th quarter	28,063	5,938	3,130	2,194	3,540	6,406	2,025	2,191	1,204	1,435
1974 1st quarter	31,549	7,802	2,933	2,079	3,580	7,213	2,204	2,512	1,332	1,894
2nd quarter	30,254	7,262	3,244	2,143	3,743	6,361	2,196	2,226	1,458	1,621
3rd quarter r	32,330	8,257	4,938	2,283	4,141	5,993	2,565	2,512	1,537	102
4th quarter p	34,015	8,339	5,661	2,318	4,545	6,219	2,886	2,457	1,590	—

The position is very similar with respect to clientele; there are changes from year to year but the pattern of growth has been fairly uniform over most classes of clients and no especially strong trends emerge. The analysis at Table 3 shows public services as accounting for an eighth of all clients by value of billings, while other UK clients have provided close to half of the total business. Work for parent and associate companies is an important part of total activity, rising from nearly 30 per cent in 1971 to just over a third in 1974. Foreign business has increased modestly to 4.3 per cent of the total in 1974 but future movements cannot be anticipated with confidence.

For reasons indicated above, foreign clients are understated because the inquiry only covers billings from the UK and not those of subsidiaries of UK firms centred overseas. It is considered by some people in the industry that there has been an increase in overseas business, often through mergers or co-operation agreements with foreign firms, but this form of development cannot be reflected in these statistics.

Growth in activity

It has been stated earlier that work for parents and associates forms a large proportion of the total, and opinion within the industry differs as to the correct treatment of this item. It often happens that computer departments of companies are hived off to become a subsidiary company. The erstwhile work carried out for the parent company then becomes an independent activity and often the main business of the new concern, and it competes in the market for whatever further work it may obtain, but it returns the total figure for the purpose of the inquiry. It is argued that because of this the growth of the market is over-stated, and one of the reasons for showing separately the work done for parents and associates in Table 3 is to meet this criticism. Comparisons of the value of 'net outside billings' for the years 1971 to 1974 in fact show 15 per cent growth in 1972, 26 per cent in 1973 and 19 per cent last year. For the last two years the annual growth rates are moderately less than those of total billings quoted earlier.

The overall growth of 85 per cent in total billings over the whole three year period 1971 to 1974 (or 73 per cent for net outside billings) is of course measured in terms of current prices. It is not possible to convert these increases to estimates of growth by volume as at present there are no price measures available of the services provided by this industry. The wholesale price index of non-food products increased by 43 per cent over this period and this is considerably less than the increases quoted above. It is widely recognised however that in this highly competitive and technologically advancing industry the prices of services, especially for computer processing, have not been rising nearly as fast as those of non-food products in general. There is thus clear evidence that the output of the industry has risen strongly in real terms over the last three years although no precise estimate can be made.

Employment of full time staff

Statistics of full-time employment in the companies contributing to this inquiry are shown in Table 4. The period covered by the inquiry so far has been a difficult one for the computer industry as a whole, and this makes the achievement of the services sector all the more creditable, but it has had an impact on the staff employed.

By the end of 1971, the first entry appearing in Table 4, there had already been quite a large shake-out of employees, particularly part-timers, and by the end of 1972 there was a small increase but with a further decline in part-timers. Throughout 1973 numbers increased quite rapidly, and the growth continued into 1974. An interesting feature of the increase has been the accretion of professional staff, and this could well be the key to future success of the industry. Over the three years from end-1971 to end-1974 total employment increased by 32 per cent but the growth of professional staff (consultants and programmers/analysts) was 45 per cent.

Further tables are published in Business Monitor SD 9, Computer Services, one of a quarterly series obtainable from HM Stationery Office.

TABLE 3 Billings for work done (Analysis by clientele)

£ thousands

	Total billings	UK clients: Public services (a)	UK clients: Others	Foreign clients	Other computer services	Parent/associates	Unclassified	Net outside billings (b)
1971	69,238	7,760	37,197	2,482	822	20,206	861	49,031
1972	79,684	11,116	40,186	3,877	866	23,316	323	56,368
1973	104,049	13,840	51,418	4,767	1,034	32,988	2	71,061
1974	128,148	15,099	63,498	5,520	797	43,233	—	84,915
1972 1st quarter	17,682	2,143	9,174	898	166	5,172	129	12,510
2nd quarter	20,433	3,199	9,933	1,099	196	5,906	100	14,527
3rd quarter	20,176	2,761	10,148	1,016	228	5,930	93	14,246
4th quarter	21,393	3,013	10,931	864	276	6,308	1	15,085
1973 1st quarter	23,535	3,439	11,608	1,039	282	7,166	1	16,369
2nd quarter	25,546	2,764	12,362	1,236	243	8,941	—	16,605
3rd quarter	26,905	3,813	12,990	1,205	264	8,632	1	18,273
4th quarter	28,063	3,824	14,458	1,287	245	8,249	—	19,814
1974 1st quarter	31,549	4,308	14,625	1,366	267	10,983	—	20,566
2nd quarter	30,254	3,584	15,659	1,322	212	9,467	—	20,787
3rd quarter r	32,330	3,449	16,021	1,392	150	11,318	—	21,012
4th quarter p	34,015	3,758	17,193	1,430	168	11,465	—	22,550

(a) Includes public administration and defence, gas, electricity and water undertakings, transport and communications.
(b) Total billings less billings to parents and associates.

TABLE 4 Personnel employed full time

Number

	Total	Consultancy	Programming/ analysis	Computer operating	Data control	Data preparation	Administration	Selling	Others
1971 31 Dec.	14,387	853	3,764	1,893	609	4,320	1,604	648	696
1972 31 Dec.	14,864	905	4,074	2,032	670	4,212	1,597	634	740
1973 31 Dec.	16,957	1,114	4,707	2,444	846	4,410	1,716	667	1,053
1974 31 Dec.	18,942	1,273	5,406	2,809	1,029	4,379	1,930	793	1,323
1972 31 March	14,473	936	3,694	1,998	597	4,280	1,599	674	695
30 June	14,758	901	4,002	1,984	595	4,303	1,633	630	710
30 Sept.	14,801	923	4,071	2,031	633	4,226	1,606	602	709
31 Dec.	14,864	905	4,074	2,032	670	4,212	1,597	634	740
1973 31 March	15,122	962	4,142	2,137	662	4,240	1,607	633	739
30 June	15,889	984	4,355	2,233	804	4,355	1,643	628	907
30 Sept.	16,813	1,153	4,616	2,421	823	4,513	1,629	633	1,025
31 Dec.	16,957	1,114	4,707	2,444	846	4,410	1,716	667	1,053
1974 31 March	17,735	1,196	4,996	2,552	940	4,449	1,820	726	1,056
30 June	17,661	1,233	4,946	2,573	945	4,373	1,849	747	995
30 Sept. r	18,948	1,185	5,356	2,779	1,054	4,490	1,855	761	1,468
31 Dec. p	18,942	1,273	5,406	2,809	1,029	4,379	1,930	793	1,323

Business Monitor

The following titles and issues of Business Monitor are now available:

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PQ 399-11	Metal finishing for first quarter 1975
PQ 411	Production of man-made fibres for first quarter 1975
PQ 416	Rope, twine and net for first quarter 1975
PQ 443	Women's and girls' tailored outerwear for fourth quarter 1974
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The Annual Census of Production Reports (the PA series of Monitors), and the 1971 Census of Distribution Reports (which are being published as Monitors SD 10 to SD 23, though not all are yet available), can be obtained on standing order from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH, or can be purchased separately from the Government Bookshops or through booksellers.

UK official reserves in July

The UK official reserves rose by $61 million during July after accruals of foreign currency borrowing by the public sector under the exchange cover scheme totalling $69 million. At the end of July they stood at $6,259 million.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*

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HMSO BOOKS

Made-up clothing: orders and deliveries

In the three months ended April 1975, deliveries by the clothing industry were provisionally estimated to have been 2 per cent lower than in the preceding three months. Net new orders were 6 per cent higher and orders-on-hand at the end of April were 8 per cent above the end January 1975 level. (These comparisons are based on the seasonally adjusted series in the accompanying table.)

In using the index numbers shown in the table, it should be borne in mind that, when price increases are large, the various problems associated with constructing a constant value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent months.

Made-up clothing

Index numbers of total orders and deliveries

		Orders-on-hand (end period)		Net new orders		Deliveries	
		December 1969 = 100		Average 1970 Deliveries = 100		Average 1970 Deliveries = 100	
1968		107		100		97	
1969		100		97		97	
1970		103		102		100	
1971		119		108		104	
1972		125		110		109	
1973		155		123		117	
1974		146		115		115	
		Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1973	2nd quarter	175	157	136	129	116	119
	3rd quarter	150	158	102	118	115	117
	4th quarter	155	155	129	117	120	118
1974	1st quarter	164	171	111	116	107	106
	2nd quarter	171	156	122	115	113	115
	3rd quarter	137	147	96	110	115	118
	4th quarter	146	149	130	119	123	120
1975	1st quarter p	140	146	121	129	121	124
1973	April	155	159	138	136	120	121
	May	169	150	141	118	112	117
	June	175	157	129	133	117	119
	July	161	157	90	117	111	117
	August	157	161	97	122	103	116
	September	150	158	118	113	130	118
	October	159	159	165	129	137	120
	November	164	154	141	115	128	120
	December	155	155	81	108	95	115
1974	January	166	165	96	111	92	106
	February	169	174	122	130	108	103
	March	164	171	116	106	122	108
	April	171	179	133	130	115	115
	May	182	164	134	112	108	112
	June	171	156	100	103	117	119
	July r	156	155	85	111	112	117
	August r	143	150	86	108	105	119
	September r	137	147	116	111	129	117
	October	143	146	150	117	141	123
	November	153	146	154	125	130	122
	December	146	149	86	113	96	116
1975	January p	144	144	106	123	108	125
	February p	140	144	126	134	130	124
	March p	140	146	129	130	125	122
	April p	149	156	136	120	119	108

Production in the cotton industry

Statistics issued by the Textile Statistics Bureau show that in the period January to May 1975 the amount of cloth woven was 6 per cent higher than in the same period last year. Production of single yarn decreased by 8 per cent and doubled yarn decreased by 3 per cent.

Production in the cotton industry

Annual totals and weekly averages

		Single yarn (†)		Doubled yarn		Woven cloth	
		Cotton yarn (‡)	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
		million kg.				million metres	
1968		171.2	67.5	49.9	52.0	668.2	507.3
1969		166.2	73.2	46.8	60.9	661.5	538.1
1970		158.7	77.4	43.2	57.3	627.6	484.3
1971		133.0	83.3	85.0		559.1	479.8
1972		121.4	81.7	75.4		513.0	469.8
1973		115.4	92.5	82.1		453.2	502.3
1974		101.3	87.7	74.7		409.5	505.3
1974	January*	1.6	1.4	1.1		6.6	6.8
	February	1.7	1.5	1.2		7.1	7.9
	March	2.2	2.0	1.6		8.6	10.6
	April	2.0	1.9	1.6		8.0	10.5
	May*	2.3	2.1	1.7		8.6	10.7
	June	2.0	1.9	1.5		9.0	11.2
	July*	1.7	1.4	1.3		5.4	7.8
	August	2.2	2.0	1.6		8.6	10.8
	September	1.8	1.5	1.3		6.8	9.9
	October*	2.2	1.7	1.6		9.0	11.4
	November	2.2	1.7	1.6		9.5	11.1
	December	1.6	1.3	1.2		7.7	8.6
1975	January*	1.8	1.5	1.4		8.2	9.7
	February	1.9	1.6	1.5		8.8	10.7
	March	1.7	1.3	1.3		8.3	9.7
	April*	1.8	1.6	1.2		7.7	9.4
	May	2.1	1.7	1.5		8.1	10.0

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. * Average of five weeks.

'Economic Progress Report' for August

'The attack on inflation' is the main feature in the August issue of *Economic Progress Report*, now available. The article outlines the new Government policies aimed at bringing the year-on-year prices down to 10 per cent by late summer next year. Other articles are 'The pattern of EEC trade' – which includes a chart showing the whole pattern of Community trade; 'Household spending in 1974' – setting out some of the first results of the Family Expenditure Survey (published in the June issue of *Department of Employment Gazette*); 'Monthly economic assessment' and 'Economic indicators'.

Economic Progress Report is prepared by the Treasury Information Division. Copies are available free from Circulation Section (H), Central Office of Information, Hercules Road, London, SE1 7DU.

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Output in the wool textile industry

The volume of production in the industry (as measured by the seasonally adjusted index of production) in May 1975 was 16 per cent lower than in May 1974. Statistics issued by the Wool Industry Bureau of Statistics show that in the period January to May 1975 woven fabrics (excluding blankets) were 13 per cent less than in the same period last year; deliveries of worsted yarn (excluding semi-worsted yarn) were 10 per cent lower. Production of wool and hair tops was 9 per cent less and that of man-made fibre tops was 12 per cent less.

Output in the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	million kilos					million sq. metres		
1968	177.5	96.6	36.4	147.4	98.2	135.8	110.6	27.3
1969	174.5	92.0	42.2	142.2	100.5	130.1	109.2	26.9
1970	153.1	79.7	44.6	129.4	97.6	115.5	99.8	24.6
1971	141.2	66.2	36.6	130.7	93.0	101.9	83.9	28.5
1972	152.3	75.1	45.9	130.9	101.6	99.8	83.7	28.8
1973	136.6	62.2	55.9	135.2	100.0	104.0	88.4	30.6
1974	112.6	43.9	54.8	122.5	87.2	92.1	82.6	28.1
1973 1st quarter	40.7	19.9	13.3	36.8	27.8	25.8	24.5	8.6
2nd quarter	34.9	16.6	13.9	33.4	24.6	27.2	21.7	7.3
3rd quarter	29.2	13.0	13.0	29.8	21.8	24.1	19.9	6.7
4th quarter	31.8	12.9	15.6	35.2	25.7	27.2	22.2	8.1
1974 1st quarter	28.4	11.9	13.3	29.5	21.5	22.7	20.9	7.8
2nd quarter	33.6	12.8	15.5	36.7	23.5	25.8	21.2	7.2
3rd quarter	25.9	10.0	14.0	28.0	20.6	23.0	19.4	6.4
4th quarter	24.7	9.1	12.0	28.5	21.6	20.6	21.2	6.8
1975 1st quarter	27.3	11.2	12.8	29.4	20.4	17.7	20.7	7.6
1974 January	8.7	3.6	3.8	9.2	6.8	7.4	6.7	2.3
February	8.6	3.6	4.0	8.8	6.9	7.0	6.6	2.9
March	11.1	4.7	5.5	11.5	7.8	8.3	7.6	2.6
April	11.0	4.4	5.9	12.0	8.1	8.3	7.0	2.4
May	10.9	4.2	4.8	12.1	7.6	9.0	7.1	2.5
June	11.7	4.2	4.8	12.6	7.8	8.5	7.1	2.3
July	9.2	4.0	6.1	9.3	7.4	7.6	7.0	1.6
August	7.7	2.5	3.7	9.0	6.4	7.5	5.7	2.3
September	9.0	3.6	4.2	9.7	6.8	7.9	6.8	2.6
October	8.6	3.3	4.9	10.1	8.4	8.2	7.9	2.5
November	8.4	3.0	3.8	9.6	7.2	7.2	6.7	2.5
December	7.7	2.8	3.4	8.8	6.0	5.3	6.4	1.8
1975 January	8.9	3.6	4.3	9.9	7.0	6.1	7.3	2.3
February	9.1	3.8	4.2	9.5	6.4	5.6	6.6	2.9
March	9.3	3.9	4.4	10.1	7.0	6.1	6.8	2.5
April	9.6	4.1	4.5	9.8	6.9	7.0	6.5	1.8
May		3.5	3.7	9.9	6.0	7.2	6.3	1.7

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn: previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In May deliveries of semi-worsted yarn were 0.6 million kilos.

Wholesale price indices in July

Output prices

The provisional price index for the output of manufactured goods other than food, drink and tobacco rose by 1½ per cent to 196.8 (1970 = 100) in July. This index has now shown an increase of 3¼ per cent in the last three months.

The most significant price rises in July were in the car industry but, in common with most other sectors of industry, the latest rises were lower than in the previous round of price increases.

Products of the food manufacturing industries continued to show small price changes with a rise of ½ per cent to 200.0 in the provisional index contributing to an increase of only 2½ per cent in the three months May to July.

The rise of 1¼ per cent to 191.5 in the index for home sales of all manufactured products during July reflected the price changes already detailed.

Input prices

In contrast with the recent trend, the sharp rise of 3 per cent to 193.3 for the provisional index for materials and fuel purchased by the food manufacturing industries was mainly due to higher prices for home produced and imported cereals, imported oils, coffee and cocoa.

The continued depreciation in the value of the pound against the dollar was largely responsible for a further increase in the price of crude oil. This was the most significant item in the increase of 2 per cent to 258.6 for the index of basic materials purchased by manufacturing industry other than food, drink and tobacco industries. Price rises for platinum, copper and rubber were partly offset by lower prices for imported woodpulp and timber.

Stable prices for coal, gas and electricity for the second successive month helped to limit the increase in the provisional index for materials and fuels purchased by all manufacturing industry to 2 per cent in July.

1970 = 100

Output Prices (Home Sales)	May	June p	July p
All manufactured products:	187.3	189.0	191.5
Products of manufacturing industry other than food, drink and tobacco industries	192.0	193.8	196.8
Products of the food manufacturing industry	197.5	199.1	200.0
Prices of Materials and Fuel Purchased			
By manufacturing industry:	226.2	227.5	232.3
Materials	228.8	230.2	235.9
Coal, gas and electricity	200.9	200.9	200.9
By manufacturing industry other than food, drink and tobacco industries	245.6	247.1	251.4
Materials	252.0	253.8	258.6
By food manufacturing industries	186.7	187.5	193.3

Provisional estimates of vehicle production and new car registrations in July

Tables 1 and 2 show United Kingdom vehicle production as estimated from provisional returns supplied by the major manufacturers. Car production in the four weeks ending 26 July totalled 72,000 units, a weekly rate of 18,000, which was 23 per cent lower than the level of output in July 1974. Commercial vehicle output at 23,800 units (5,950 per week) was 14 per cent below the level of production in July 1974.

In seasonally adjusted terms, car output of 123,000 units in the holiday month of July was the highest rate achieved since January, but it was still 3 per cent below the average monthly output in 1974. Production of commercial vehicles at 32,900 units was 2 per cent below the average monthly output last year.

For both cars and commercial vehicles production in the three months May-July was lower than in the preceding three months (14 per cent lower for cars and 7 per cent for commercial vehicles).

Table 3 shows provisional estimates of new car registrations. Seasonally adjusted, new car registrations in Great Britain in July are provisionally estimated at 89,000 slightly lower than in June, while the average monthly level in the three months May to July, was, at 91,000, 8 per cent below that of the preceding three months.

The actual level of new registrations in July, before seasonal adjustment, is estimated at 55,000. This particularly low figure reflects a major change this year in the seasonal pattern of registrations in July and August, resulting from the move last autumn to the new basis of collecting these statistics. Allowance has been made for this factor in seasonally adjusting the July estimate.

Note

The provisional estimates of new car registrations are based on the number of registration applications received by the Department of the Environment up to the end of the month. They include an estimate for late arrival of documents at the Licensing Directorate at Swansea.

TABLE 1 Estimated UK production in June 1975

Thousands

	Cars		Commercial vehicles	
	Month	Weekly average	Month	Weekly average
Estimated output:				
1975 (4 weeks ended 26.7.75)	72.0	18.0	23.8	5.9
1974 (4 weeks ended 27.7.74)	93.7	23.4	27.8	7.0
Percentage change		−23		−14

TABLE 2 UK vehicle production: monthly averages (seasonally adjusted)

Thousands

	1974			1975					Average of		
	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	May	June	July	Feb.-Apr. 1975	May-July 1975	% change
Cars	132	138	130	119	89	70	91	123	111	95	−14
Commercial vehicles	33.8	37.5	34.6	35.6	30.9	31.8	28.2	32.9	33.5	31.0	−7

TABLE 3 New car registrations

Thousands

	1974			1975					Average of		
	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	May	June	July	Feb.-Apr. 1975	May-July 1975	% change
Recorded	330	331	245	348	285	99.0	97.1	55			
Seasonally adjusted	313	326	287	318	270	90.4	94.6	89	99	91	−8

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Act 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 8 August 1975.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Review No. 12 (28th year)	BR/E 38207/9/8/80	9	7 August	Data Film Distributors Ltd.	National Coal Board
Confessions of a Pop Performer	BR/E 38208/9/8/80	91	7 August	Columbia-Warner Distributors Ltd.	Swiftdown Ltd.
Happy To Meet	BR/E 38209/9/8/80	27	8 August	Crawford Films Ltd.	Partnership Films Ltd.
This Must Be London	BR/E 38210/9/8/80	9	8 August	Crawford Films Ltd.	Pacesetter Productions Ltd.
Movietone News 2409	BR/E 38124/9/8/80	8	8 August	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Massacre in Rome	EC 38200/9/8/80	104	8 August	Grand National Film Distributors Ltd.	Compagnia Cinematograficia Champion, Rome and Les Films Concordia, Paris
			FOREIGN		
The Drowning Pool	F 38202	108	6 August	Columbia-Warner Distributors Ltd.	The First Artist Production Company Incorporated, Coleytown Production Incorporated and Warner Brothers Incorporated, California
Police Story	F 38203	96	6 August	Columbia-Warner Distributors Ltd.	David Gerbel Productions Incorporated, California
Race with the Devil	F 38204	88	6 August	Fox-Rank Distributors Ltd.	Twentieth Century-Fox Film Corporation, California
Land of the Monsters	F 38205	78	6 August	Miracle Films Ltd.	Telecinex Establishment, Vaduz
Revenge of the Gladiators	F 38206	80	7 August	Miracle Films Ltd.	Telecinex Establishment, Vaduz

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A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	16 May 1975
Balance of payments:	
current account (M)	18 July 1975
trends in invisible transactions (Q)	24 Oct. 1974
(*see also* Overseas trade of the UK)	
Bankruptcies *see* Insolvencies	
Business names and limited partnerships (A)	30 Jan. 1975
Capital expenditure: manufacturing, distributive and service industries (Q)	11 July 1975
Catering trades turnover (M)	18 July 1975
Census of production (A)	19 Dec. 1974
(amendment)	16 Jan. 1975
Chemicals industry activity (Q)	13 June 1975
Companies:	
acquisitions and mergers (Q)	This week
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liquidity (Q)	13 June 1975
new registrations:	
Gt. Britain (M)	1 Aug. 1975
N. Ireland (M)	13 June 1975
Construction work overseas (A)	17 Oct. 1974
EEC economic indicators	1 Aug. 1975
Energy trends (M)	4 July 1975
Engineering industries: sales and orders (M)	25 July 1975
Film industry	
British Film Fund Agency returns (M)	8 Aug. 1975
cinema admissions and takings (M)	8 Aug. 1975
overseas payments and earnings (A)	8 Aug. 1975
registrations of films (A)	6 Feb. 1975
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Footwear industry: production, orders and deliveries (M)	4 July 1975
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Industrial production:	
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N. Ireland index (M)	25 July 1975
Insolvencies in England and Wales (Q)	1 Aug. 1975
Insurance companies: investments and assets (A)	5 Sept. 1974
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orders and deliveries (M)	21 Mar. 1974
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average prices of selected commodities (A)	13 June 1975
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Departmental organisations, etc.

Subjects	Last published
British commercial representations overseas	4 Apr. 1975
Business Monitor titles	6 Sept. 1973
Customs notices of interest to exporters	This week
ECGD local offices	1 Aug. 1975
Guide to Departments	11 July 1975
Official Receivers' offices	21 Mar. 1975
Programme of trade promotions	This week
Release dates of economic statistics	25 July 1975

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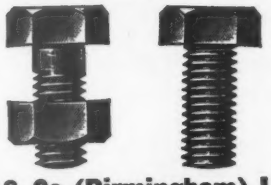

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Glasgow	041-248 6014	Scotland	846	779334
Leeds	445151	Yorks/Humberside	5361	557687
London	01-828 2384	London & South East	2079	917920
Luton	29215	Eastern	372	826115
Manchester	061-832 5282	North Western	6005	667952
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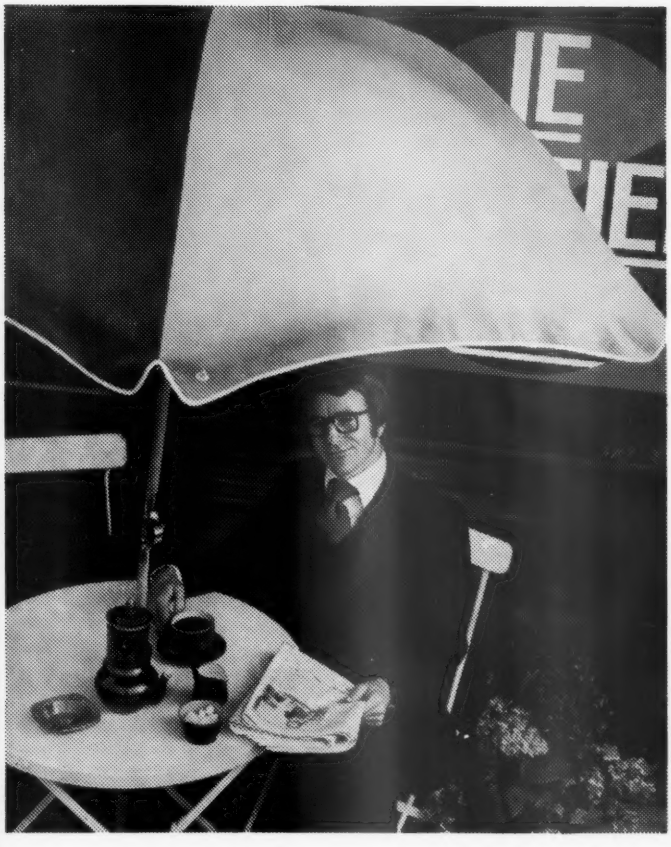

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